

"Make Right" Comes Before "Sell Right" See what "Foreman" says on page 23

Vol. 72 1925

No. 2

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1925, by The National Provisioner, Inc.
Title Registered in U. S. Patent Office.

JANUARY 10, 1925

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.



A TANKAGE DRYER FOR 20 YEARS' SERVICE

Hundreds of Triumph Tankage Dryers have seen more than fifteen years' service and a good many are close to the quarter century mark. You can expect Triumph Dryers to run for twenty years, and you won't be disappointed.

Bulletin 40 tells all about Triumph Tankage Dryers. Write for it.

The C. O. Bartlett & Snow Co.

Main Office and Works: Cleveland, Ohio

Established 1857

Rohe & Brother

Pork and Beef Packers and Lard Refiners

Curers of the Celebrated
"REGAL" Ham, Breakfast
Bacon and Shoulder.

Manufacturers of the
Famous Brand "PURITY" Lard.

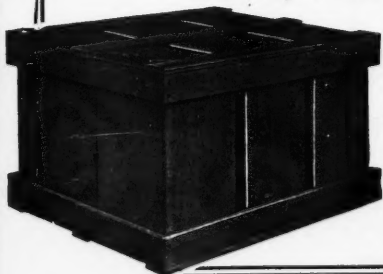
Goods for Export and Home
Trade in any Desired Package.

Export Office
344 Produce Exchange
NEW YORK
Main Office
527 West 36th Street

PACKING HOUSES:
534 to 540 W. 37th St. 539 to 543 W. 39th St.
547 to 549 W. 35th St.

THE MODERN BOXES

Nabco, Veneer, Wire-bound Boxes for Strength—Security



Save in Freight Save in Handling
Save in Nails Save in First Costs

Send us your specifications now and
we will prove to you how to save from
25 to 40% in traffic charges.

NATIONAL BOX CO.

General Offices:

38th and Racine Ave. Chicago, Ill.

Plants:
Chicago, Illinois
Natchez, Mississippi

Eastern Offices:
712 Liberty Bldg.
Philadelphia, Pa.



"NIAGARA BRAND"

Genuine Double Refined Saltpetre (Nitrate of Potash)

and

Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

Do You Know How to Get More Retail Business? Points on Selling given on page 52

The Crescent Line Leads to Big Profits in Sausage Making

THE Crescent Line of Sausage Making Machinery, built by Brecht, is complete to the smallest detail from meat cutters to sausage tables.

IT contains a size and power equipment for every requirement. There are big pneumatic stuffers like the one pictured below, there are hydraulic and hand power stuffers, there are belt driven and motor driven pieces of machinery, in fact everything needed for sausage making on a large or small scale will be found complete in the Crescent Line.

IT is this wide variety of units with their many special features, found only in Brecht Equipment, that is making the sausage industry more profitable for meat packers.



*Tell us your needs—
Write Today*

*Makers of
Butchers and
Packers Supplies*



Cass Ave., St. Louis

"We keep faith with those we serve"

Save the Grease from Waste Waters!

THERE IS A MARSH for Every Purpose

5 Sizes between the number A-150 (large), and the number 1-A (small size shown in illustration below).



The Marsh Pat. Grease Interceptor

That large unit shown above is just now being shipped to a well known packing house to save the grease in the water coming from the GUT HASHER AND WASHER.

You will admit that the little interceptor illustrated presents some contrast—it is used on a sausage stuffing table in another well known packing plant.

These people and others have solved the problem of saving the grease from waste waters—why not YOU?

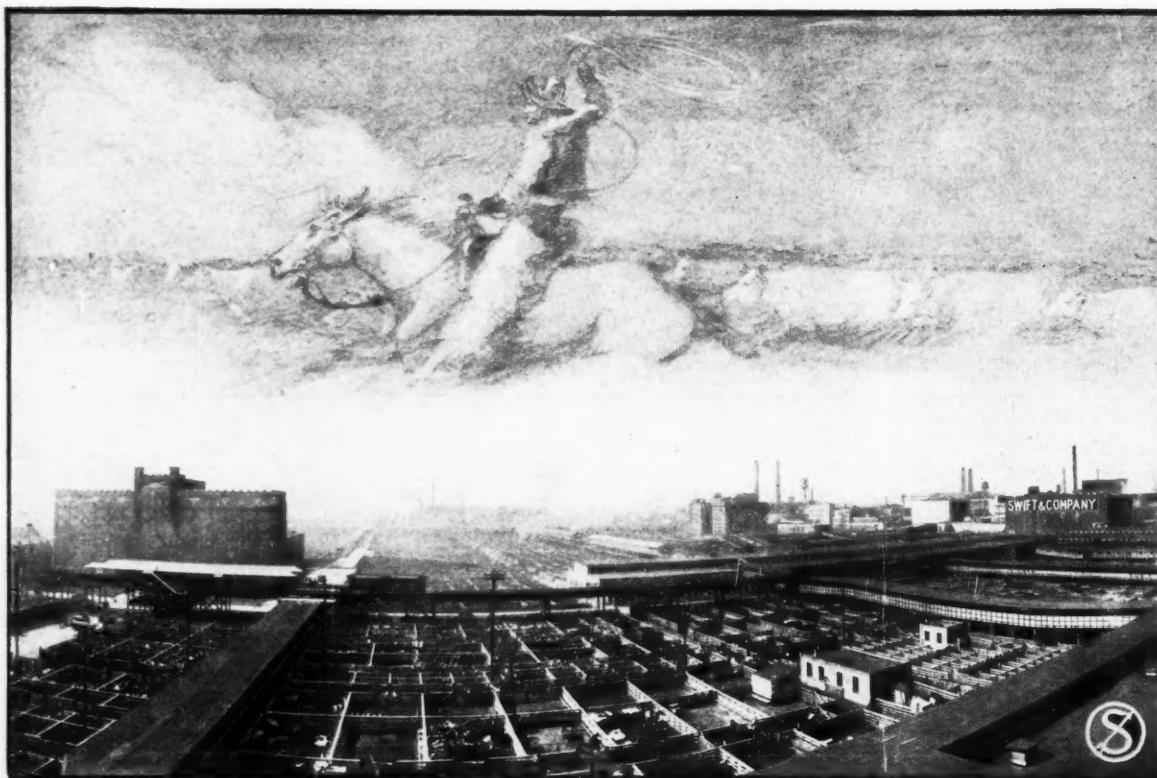
Every cent the other fellow saves—but which you refuse to save by delaying—places you at just that much disadvantage.

Why not Get in Line?

Bulletin G-17 gives full details and tells how YOU can use the Marsh machine profitably. Ask for that bulletin—now—and we will mail it immediately.

THE MECHANICAL MANUFACTURING COMPANY

"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.



There can be no halt!

A new day creeps across the continent. Dawn breaks successively upon New York, upon Pittsburgh, upon Chicago, Denver, San Francisco.

A hundred million people awake. Great cities, villages, and tiny hamlets bestir themselves. A nation turns to lathe, to plow, to pen—to its multitudinous tasks.

A hundred million workers must be fed. Whatever the new day brings, this fact remains unalterable. Food must be forthcoming. Life must be sustained.

In the early half-light a great American industry is already bent upon this colossal task. In twenty or more large packing centers the wheels of the meat supply are turning.

The shriek of locomotives, the trampling of hoofs, and the clatter of horses! From near-by farms and distant ranches thousands of cattle are coming to market.

Today thousands of animals will be turned into meat—clean, wholesome, appetizing. Thousands of refrigerator cars will carry this meat hundreds of miles to every city and village in the nation. All will be served—unfailingly.

Day after day, month after month, year after year, the work goes on. There can be no halt. There can be no "if" in the language of the meat supply.

The needs of the nation must be supplied. From the humblest of beginnings America has evolved slowly and logically a means to this end. We have glimpsed it at work. It is the American meat packing industry.

* * *

It has been the privilege of Swift & Company to bear an important part in this tremendous work, and to share in the responsibilities which attend it.

This company alone has twenty-three packing plants adjacent to live-stock producing centers, from which meats are distributed through a system of branch houses, refrigerator cars, and car routes to every part of the nation.

Swift & Company has ever sought improvement in the service which it renders. Its contributions to finer quality foods and more economical operation have been many. Yet the latest is never counted as the utmost. The search for even better quality and even greater economies, and hence for even better service, goes forward unceasingly from day to day.

Note: This is the final advertisement of a series which has traced the development of the American meat packing industry from earliest times. Upon application, Swift & Company will supply to interested readers without charge a complete set of the sixteen advertisements which have constituted this series.

Swift & Company

Founded 1868

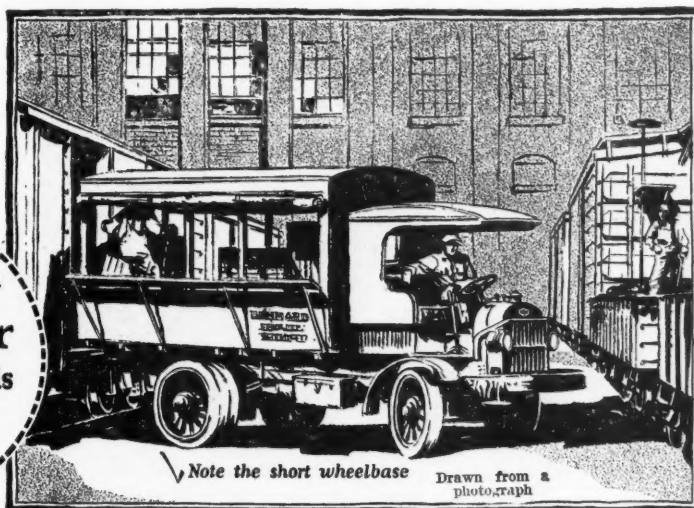
A nation-wide organization owned by more than 46,000 shareholders



Swift & Company's profit from all sources averages only a fraction of a cent a pound

The place to appreciate Autocar *short wheelbase* is in the driver's seat

The 2 to 3 ton
4 cylinder
Autocar
(wheelbase 114 inches)
turning circle is
only 38 feet
in diameter



Note the short wheelbase Drawn from a photograph

IF EVERY truck buyer would get into the driver's seat and put an Autocar through his day's work, the advantages of **short wheelbase handiness** would open his eyes.

He would see the ease of winding in and out through heavy traffic, he would ap-

preciate the small space taken for parking, the valuable time saved at freight terminals, loading platforms, factory yards and cluttered up building operations.

And at night he'd see that the Autocar would require a minimum amount of his valuable garage space.

The Autocar Company, Ardmore, Pa.

ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Brooklyn	*Detroit	*Los Angeles	*Orlando	*San Francisco	*Trenton
*Allentown	*Buffalo	*Erie	*Memphis	*Paterson	*San Jose	*Washington
*Altoona	*Camden	*Fall River	*Miami	*Philadelphia	*Schenectady	*West Palm Beach
*Atlanta	*Chester	*Fresno	*Newark	*Pittsburgh	*Scranton	*Wheeling
*Atlantic City	*Chicago	*Harrisburg	*New Bedford	*Providence	*Shamokin	*Wilkes-Barre
*Baltimore	*Cleveland	*Indianapolis	*New Haven	*Reading	*Springfield	*Williamsport
*Binghamton	*Columbus	*Jersey City	*New York	*Richmond	*St. Louis	*Wilmington
*Boston	*Dallas	*Lancaster	*Norfolk	*Sacramento	*Stockton	*Worcester
*Bronx	*Denver	*Lawrence	*Oakland	*San Diego	*Syracuse	*York

*Indicates Direct Factory Branch

Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

Mail
with your
letterhead

The
Autocar Co.
P.O. Box 1056
Ardmore, Pa.

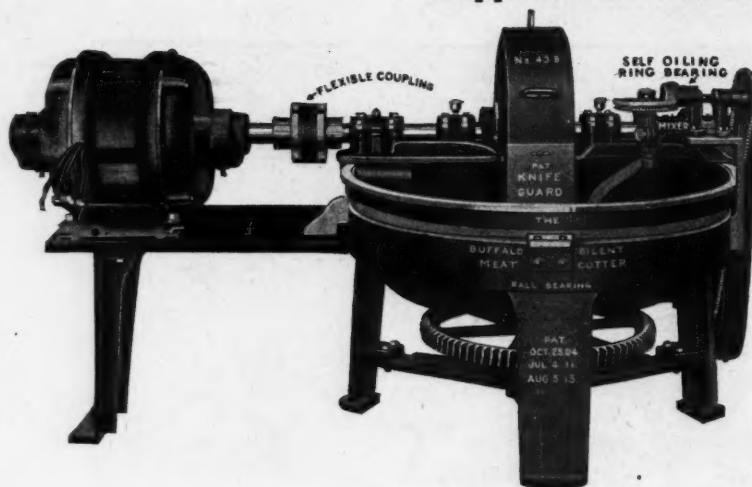
Please send me your

☐ Gas truck book

☐ Electric truck book

FIRST! By Investigation By Proof in Service

43B "BUFFALO" SILENT CUTTER
World's Greatest Meat Cutter
has just recently been
shipped to these leading firms



Armour and Company,
New Orleans, La.
Armour and Company
Hartford, Conn.
Rund & Kleck Packing Co.
Lafayette, Ind.
Cudahy Packing Co.
Kansas City, Kan.
Schonland Bros.,
Portland, Me.
Jos. Phillips Co.,
Washington, D. C.
Central Market Co.,
Bangor, Me.
Pearl Packing Co.
Madison, Ind.
J. A. Baker Packing Co.,
Ashville, N. C.
Witt Market House,
Minneapolis, Minn.

*Write for Catalog Illustrating
New Grinders, Meat Cutters and Mixers*

JOHN E. SMITH'S SONS CO., 51 Broadway, Buffalo, New York
Patentees & Manufacturers

700 Plants Save Money

*By Using the Adelman Patent Ham Boiler
with the yielding spring pressure*



Manufactured in oval and square types

Ham Boiler Corporation

1762 Westchester Avenue

New York City

International Motor Trucks are sold and serviced through the largest company-owned truck service organization in the world. Direct company branches are located in 105 cities as follows:

Aberdeen, S. D.
Akron, Ohio
Albany, N. Y.
Amarillo, Tex.
Atlanta, Ga.
Auburn, N. Y.
Aurora, Ill.
Baltimore, Md.
Billings, Mont.
Birmingham, Ala.
Bismarck, N. D.
Boston, Mass.
Buffalo, N. Y.
Cedar Falls, Iowa
Cedar Rapids, Iowa
Charlotte, N. C.
Chattanooga, Tenn.
Cheyenne, Wyo.
Chicago, Ill. (3)
Cincinnati, Ohio
Cleveland, Ohio
Columbia, S. C.
Columbus, Ohio
Council Bluffs, Iowa
Dallas, Tex.
Davenport, Iowa
Dayton, Ohio
Denver, Colo.
Des Moines, Iowa
Detroit, Mich.
Dubuque, Iowa
Duluth, Minn.
East St. Louis, Ill.
Eau Claire, Wis.
Elmira, N. Y.
El Paso, Tex.
Evansville, Ind.
Fargo, N. D.
Fort Dodge, Iowa
Fort Wayne, Ind.
Fort Worth, Tex.
Grand Forks, N. D.
Grand Rapids, Mich.
Green Bay, Wis.
Harrisburg, Pa.
Helena, Mont.
Houston, Tex.
Hutchinson, Kan.
Indianapolis, Ind.
Jackson, Mich.
Jacksonville, Fla.
Kankakee, Ill.
Kansas City, Mo.
Knoxville, Tenn.
Lincoln, Neb.
Little Rock, Ark.
Los Angeles, Calif.
Louisville, Ky.
Madison, Wis.
Mankato, Minn.
Mason City, Iowa
Memphis, Tenn.
Milwaukee, Wis.
Minneapolis, Minn.
Minot, N. D.
Nashville, Tenn.
Newark, N. J.
New Orleans, La.
New York, N. Y.
Ogdenburg, N. Y.
Oklahoma City, Okla.
Omaha, Neb.
Parkersburg, W. Va.
Parsons, Kan.
Peoria, Ill.
Philadelphia, Pa.
Pittsburg, Pa.
Portland, Ore.
Quincy, Ill.
Richmond, Ind.
Richmond, Va.
Rochester, N. Y.
Rockford, Ill.
Saginaw, Mich.
St. Cloud, Minn.
St. Joseph, Mo.
St. Louis, Mo.
Salina, Kan.
Salt Lake City, Utah
San Antonio, Tex.
San Francisco, Calif.
Sioux City, Iowa
Sioux Falls, S. D.
South Bend, Ind.
Spokane, Wash.
Springfield, Ill.
Springfield, Mo.
Terre Haute, Ind.
Toledo, Ohio
Topeka, Kan.
Watertown, S. D.
Wichita, Kan.
Winona, Minn.

Three great factories are devoted exclusively to the manufacture of International Trucks. A corps of factory-trained Road-Engineers inspect regularly and without charge all Internationals in service.



The search for time-saving, money-saving transportation has put thousands of Internationals into the packing business. Large packers have individual fleets of from 200 to 500 Internationals. Every truck a first-rate investment from the date of purchase.

Much to do with your profits

Any factor in the packing business that represents as big an item on the cost sheets as transportation has much to do with the profits. And the more accurately the cost sheets are kept the more clearly you will know the truth about the performance of the different trucks on record.

Power, simplicity, ton-miles at low cost, long life—what must you get from

a truck? Be sure of this—you get no more out of it than has been built into it, so think of the maker behind it.

For twenty years the Harvester Company has been building trucks that have been building profits in every line of business—trucks that are living up to the reputation earned by products of this institution for almost a century.

International Heavy-Duty Trucks are built in 3,000, 4,000, 6,000, 9,000 and 10,000-pound maximum capacities with bodies to meet every requirement. There is also a sturdy Speed Truck for loads up to 2,000 pounds. Upon request we will gladly supply you with names of International owners in your own line of business and the address of the nearest showroom where the full line of new models is on display.

INTERNATIONAL HARVESTER COMPANY

606 So. Michigan Ave.

of America
(Incorporated)

Chicago, Ill.

INTERNATIONAL HARVESTER TRUCKS COMPANY

FOR LOW-COST HAULING



For Quick Continuous Branding Of Hams, Bacons, Sides, Etc.

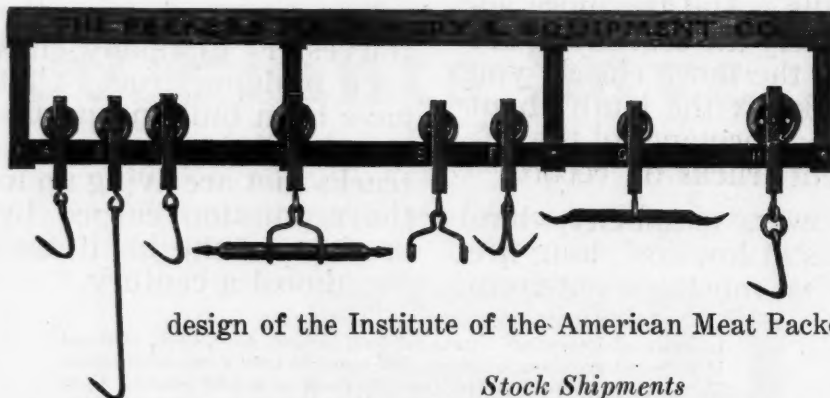
The Everhot brand which you see here is especially constructed for packers' use in branding legend brands or other small brands.

EVERHOT BRANDS

The Everhot burner flame continuously heats the brand while it is being used and keeps it hot. With the Everhot torch, even the branding of cold, refrigerated meats can be carried on without ever stopping to heat the branding iron.

We have larger equipments than the one shown that will take care of any size brand needed.

Write for complete information and prices.



Trade Rollers

We make a specialty of manufacturing trolleys of special design, beside our standard trolleys which are made to the

design of the Institute of the American Meat Packers Research Department:

Stock Shipments

- | | |
|------------------------------------|--|
| A Hind quarter beef weight, 5 lbs. | E Light hog weight, 5 lbs. |
| B Fore quarter beef weight, 6 lbs. | F Standard double sheep weight, 5 lbs. |
| C Standard beef weight, 7 lbs. | G Standard calf weight, 6 lbs. |
| D Standard hog weight, 7 lbs. | H Standard bleeding rail. |

Manufacturers of a full line of packing house machinery and equipment

The Packers Machinery & Equipment Co.
1400 West 47th St.
Chicago, Ill.



Constant Duty

When new, the many different kinds of trucks may look very much alike to you. Their stamina has yet to be tested.

Pick GMCs for your fleet and take all the gamble out of your truck investment. Now, next year and years hence a GMC will be out on the job constantly, instead of loafing around some repair shop half of its time.

For GMC is a better truck—sturdier—every part designed overstrength—every part built of overstrength materials—all wearing parts designed for rapid, easy renewal when wear eventually occurs.

And this better truck is backed by better service. Parts and expert attention in quick reach anywhere in America.

There is a new GMC booklet on motor truck operation and care. Mail the coupon for your copy.

GENERAL MOTORS TRUCK COMPANY
Division of General Motors Corporation
PONTIAC, MICHIGAN

General Motors Trucks



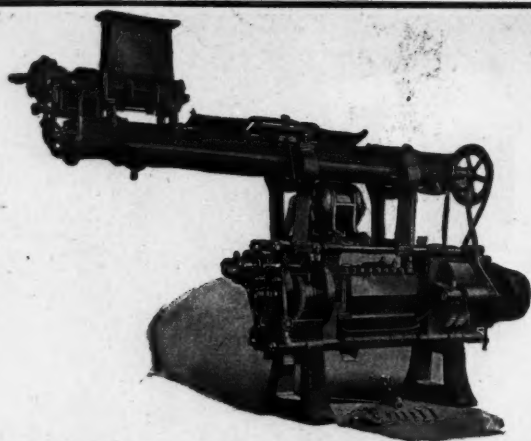
Clip and Mail

General Motors Truck Co.,
Dept. 44, Pontiac, Mich.
Send me the GMC catalogue.

Name.

Business.

Address.



More Profit in Cracklings

Cracklings made in the Anderson Crackling Expeller contain a higher percentage of ammonia and lower percentage of grease, and will therefore show a profit of approximately \$10 per ton over hydraulic-pressed cracklings.

Write for complete information

Manufactured by

The V. D. Anderson Co.
1935 W. 96th Street Cleveland, Ohio

A Package For Sausage Meat—

Leading packers recognize the value of this package. They appreciate having packages that sell. That's the reason the majority of packers use our snow-white, attractive containers for their sausage meat. It keeps its contents fresh and clean. Builds confidence with consumer—creates new business—adds to the percentage of repeat orders.

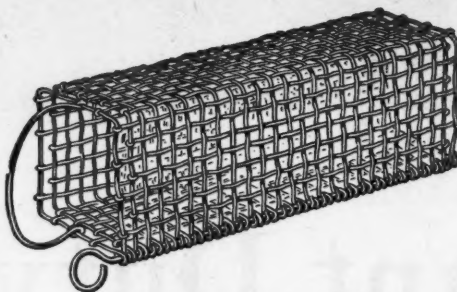
KLEEN KUP

Send for Samples

Mono Service Co.
NEWARK NEW JERSEY



Increase Your Sausage Sales



The Perfection Sausage Mold

Packers tell us that Perfection Sausage Molds have doubled and trebled their sales on minced hams and other sausages. Molds sausage into square uniform shape that is easily and uniformly sliced—pay their original cost in time and labor saved in cooking, smoking and cooling.

Write for our new booklet which tells the story completely. Also samples and prices.

Sausage Mold Corp.
INCORPORATED

918 East Main Street,
Louisville, Kentucky

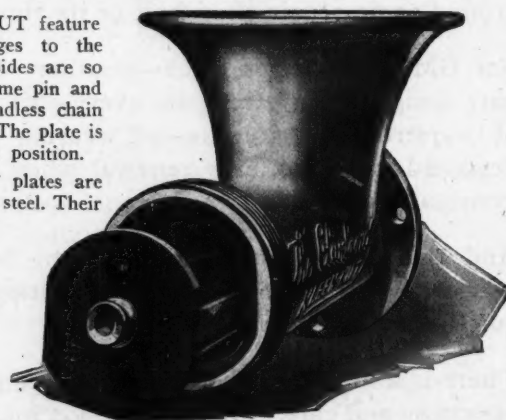


The Product

Flat Sides for a Reason

This exclusive KLEEN-KUT feature offers exceptional advantages to the KLEEN-KUT user. The sides are so machined that the troublesome pin and notched plate, with their endless chain of worries, are eliminated. The plate is automatically in its correct position.

Then, too, KLEEN-KUT plates are heavier, built of heat treated steel. Their life is longer as well as the life of any model of the entire KLEEN-KUT Line. For this reason alone your next chopper should be a KLEEN-KUT.



The Cleveland Kleen-Kut Mfg. Co.

CLEVELAND, OHIO, U. S. A.
ON THE KLEEN-KUT

For resurfacing packinghouse floors

where 1 1/4 inch brick have worn out
use

**KUSHEQUA
QUARRIES**

1 in. thick 6 in. Square
Hard and Strong

Can be bedded in cement mortar without chipping the old concrete.

Kushequa Ceramic Co.
Kushequa, Pa.

Men offering their services to packers use the classified advertisement page.

QUALITY

ANCO

SERVICE

Jordan's Improved Ham Retainer

Great Success

Produce more Perfect Hams



Square Shaped Retainer No. 448
Patent applied for

Square Shaped Sizes: No. 1—8 to 12 lb. Hams. No. 2—12 to 16 lb. Hams. No. 3—16 to 22 lb. Hams



Pear Shaped No. 450
Patent applied for

Pear Shaped Sizes: No. 1—8 to 12 lb. Hams. No. 2—12 to 16 lb. Hams. No. 3—16 to 22 lb. Hams

Important Features

- 1—Entirely seamless — Therefore sanitary and easy to keep clean.
- 2—Spring arrangement—Causes hams to be firmly pressed and formed while being cooked.
- 3—No power press required.
- 4—No pressing after cooking.
- 5—Most economical to use.

Why Not Buy a Few and Try Them Out?

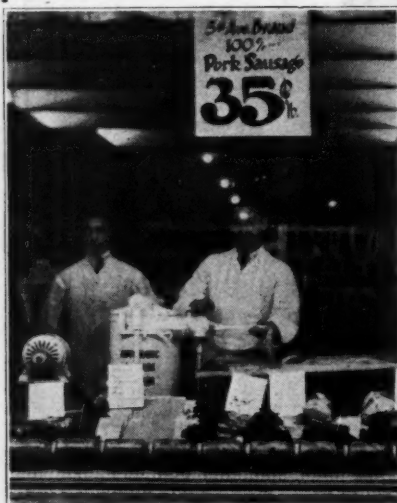
THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO, ILLINOIS

*The Stuffer that's
years ahead!*

Napier Hydro-Electric



Stuffer Talks—No. 3
SIMPLICITY

The essential working part of this machine is a very simple pump which transfers the water from the Base to the Cylinder.

Pumps are among the very oldest of mechanical devices; the working parts are few in number and the principle is very easily understood, and with very little attention will run for years.

Write

The Oberlin Machinery Co.
Oberlin, Ohio

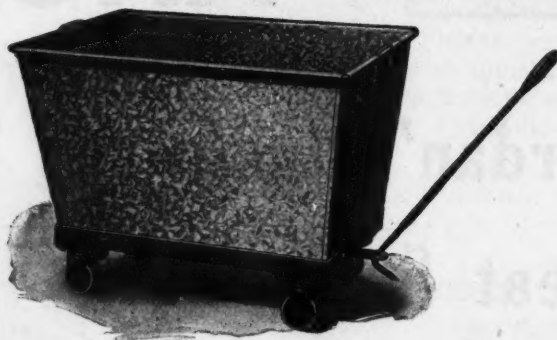
KAESLIN BROTHERS

Designers and Manufacturers of
**Packing House Equipment
and Overhead Track Systems**

**Killing Floor Equipment
Sausage Machinery
Butcher Supplies
Smoke and Steam Houses
Cages and Trolleys
Scales and Conveyors**

30-32 W. West Street
Baltimore, Md.

MEAT BOX TRUCK—No. 1



THIS truck, used in connection with our wire and angle rim meat boxes, is a great favorite in wholesale markets. Write for specifications and details. Made to accommodate 3 or 4 bushel boxes.

STERLING WHEELBARROW CO.
MILWAUKEE, WISCONSIN

The **UNITED STATES
CAN Co.** CINCINNATI



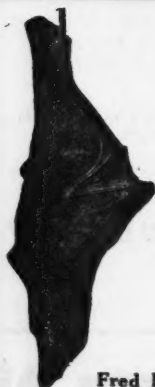
Manufacturers of
Lithographed Lard
Pails, Cans and Sheet
Iron Lard Drums

Our customers are
our best advertise-
ment

We originate and
design labels that will
sell your goods

Write us for complete information

**BEEF, HAM and SHEEP
BAGS**



We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

Wynantskill Mfg. Company

TROY, N. Y.

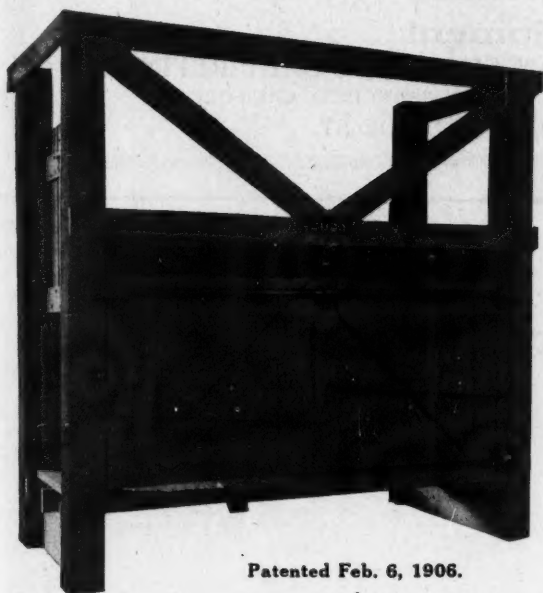
Fred K. Higbie Supply Co., Rep., 630 N. Michigan Ave., Chicago, Ill.

National Provisioner Classified Ads bring quick results!

SINGLE. WOOD.
For 1 or 2 Cattle

"BOSS" Cattle Knocking Pens

DOUBLE. STEEL.
For 4 Cattle



Patented Feb. 6, 1906.



Steel Pens for 1 or 2 Cattle.
Open after dumping bullock.

Simple. Fast. Automatic. No Power.

Stunned bullock dumps itself onto floor. Bottom and front door are joined and counterbalance to tilt simultaneously. Both are held in position by lock lever.

"BOSS" Cattle Knocking Pens are in use all over the United States. We have recently furnished three of our Jumbo Type Pens to The Cudahy Packing Co., Los Angeles, Calif.

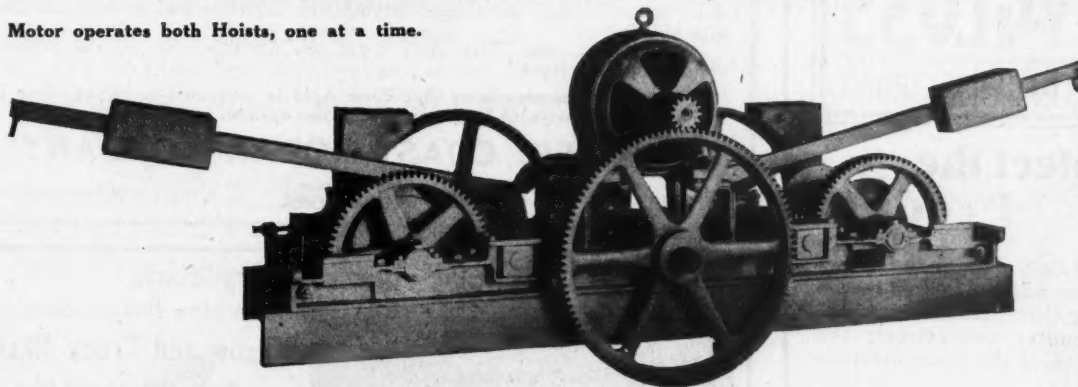


"BOSS" Beef Hoists and Droppers

"BOSS" Hoists have snug fitting bearings and cut gears to work noiselessly, true and accurately.

The Geared Double Hoist shown requires less power and is more easily installed than Non-Geared Hoists which need heavier and larger pulleys for operation.

Motor operates both Hoists, one at a time.



THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage
Outfits

Factory and Main Office
1972-2008 Central Ave., CINCINNATI, OHIO

REX BRAND

Complies with
B. A. I. Requirements

The King of Nitrates

Write for Prices
Immediate Deliveries

Double Refined Nitrate of Soda

Prompt Shipment

STAUFFER CHEMICAL CO.

CHAUNCEY, NEW YORK

SAN FRANCISCO SALT REFINERY

SAN FRANCISCO, CALIFORNIA

CHICAGO OFFICE: 79 WEST MONROE ST.



Every Packer of Sausage Meat

seeking added business should use this distinctive-looking paper package. It's the choice of Armour, Gobel, as well as scores of other leaders in the industry. They use the—

**PERFECT
PACKAGE**

because it truly represents the quality of their product. It protects the goodness of their sausage meat. Keeps it fresh.

Send for samples and interesting quotations.

PERFECT PACKAGE CO.
NEWARK, N. J.



Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

**NATIONAL
Carton Company**
JOLIET, ILL.



Dear Friends
and Enemies:

We are just wishing you
another
"Happy New Year"
—bright and prosperous.

KALAMAZOO VEGETABLE PARCHMENT CO.

Manufacturers of
PARCHMENT, WAXED & BOND PAPERS



KALAMAZOO, MICHIGAN

BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.
NEW YORK

Wilmington, Calif.

Reduce your delivery costs

by using durable, sanitary

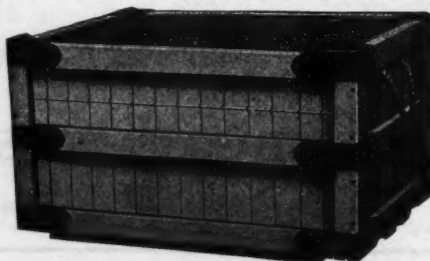
Wagon and Truck Baskets

Easily cleaned and good
for hundreds of trips.

Write for prices

ANDERSON BOX & BASKET CO.

Incorporated
Henderson, Ky.





Here's a Latch that *Stays Put!*

IT has often been said that a Cooler Door is only as good as its hardware—and the fact that we are repeatedly called upon for Jamison Hardware to replace hardware of other makes on other doors, would seem to bear this out. There isn't much hardware on a door, to be sure, but what there is, is **highly important**. That's the reason we have spent considerable time, and considerable besides time, to equip Jamison Doors with a latch that stays put.

The impracticability of cooler doors that won't stay shut dates farther back than I do. But so far as I know the Jamison

Self-Tightening Fastener is the only latch which absolutely prevents a rebound, due to air compression, after the door is slammed. And equally important, it seems to be the only latch that has the inherent strength to do its hard, heavy work day in and day out, year after year, without ever once "missing fire" and without breaking down "every so often."

Certain it is that the Jamison Fastener is heavier than any other—and if the testimony of several thousand Jamison customers can be accepted as proof, it is better designed.

Jamison Doors

JAMISON COLD STORAGE DOOR COMPANY
HAGERSTOWN, MARYLAND, U. S. A.

MANUFACTURERSPoultry Feeds
Tallow and Oils**BUYERS OF**Beef Cracking
Calf Skins**CONSOLIDATED BY-PRODUCT CO.**

West Philadelphia Stock Yards

30th and Race Streets

Philadelphia, Pa.

MANUFACTURERSBeef, Sheep and Hog Casings
all Descriptions

Beef Wensands a Specialty

IMPORTERS OFHigh Grade Hog and Sheep
Casings**BORCHMANN
&
STOFFREGEN
Sausage Casings**546 West 40th Street
New York - N. Y.**BECHSTEIN & CO.****SAUSAGE CASINGS**

CHICAGO: 723 West Lake Street

LONDON: 5 St. Johns St., Smithfield, E. C.

NEW YORK: 50 WATER STREET

Telephone No. 1251 Broad

OPPENHEIMER CASING CO.

Importers and Exporters of

SAUSAGE CASINGS

CHICAGO, U. S. A.

New York
London
HamburgToronto
Wellington
Buenos Aires
Tientsin**Sheep Casings
Hog Casings
Beef Casings**

California By-Products Co.

IMPORTERS EXPORTERSMain Office Eastern Branch
2047 San Bruno Ave. 508 West 43rd St.
SAN FRANCISCO NEW YORK

Tel. Rhineland 4817

THE AMERICAN CASING CO.

Importers and Exporters

SAUSAGE CASINGS AND SPICES

401-3 East 68th St. New York City

EARLY & MOOR, Inc.Importers **SAUSAGE CASINGS**

139 Blackstone Street

Exporters
Boston, Mass.**NEW YORK BUTCHERS' SUPPLY CO., Inc.
SAUSAGE CASINGS AND
SUPPLIES**

513 Hudson St., NEW YORK, N. Y.

PHONE LEXINGTON 4114

**Schweisheimer & Fellerman
IMPORTERS and EXPORTERS OF
Sausage Casings**Selected Hog Casings a Specialty
Ave. A, cor. 18th St. NEW YORK, N. Y.**M. ETTLINGER & CO., Inc.**Importers, Exporters and Cleaners of Sausage Casings. A large
stock of all kinds of casings constantly on hand

Established 1903

12 COENTIES SLIP, NEW YORK

THE INDEPENDENT CASING & SUPPLY COMPANY

1335-1347 West 47th St., Chicago

Gerckenstwiets 2, Hamburg

SAUSAGE CASINGS

IMPORTERS

EXPORTERS

Los Angeles Casing Co.714-10-18 Ducommun Street
LOS ANGELES, CALIFORNIA**Sausage Casings & Supplies**

Tennis and Musical Strings

The Standard Casing Co., Inc.**EXPORTERS****Sausage Casings****IMPORTERS**513 Hudson Street
Spring 9505-9506

NEW YORK

Cable Address
"Stancasing," New York**J. LANG**18-20 Gansevoort Street,
NEW YORK CITY

Buyers at all times of RINGS

also
HANKS of SHEEP CASINGS for
Selecting Purposes**Sausage Casings
HARRY LEVI & COMPANY**

842 WEST LAKE STREET

Importers and Exporters

CHICAGO

INTERNATIONAL RAW MATERIAL CORP.180-122 New York City Cable Address:
W. 42nd St. "GREBLOG" N. Y.
Importers and Exporters**Sausage Casings**5 Mitre St., 67 Rue de Chabrol,
London, E. C. 3, Eng Paris, France**THE DRODEL CO., Inc.**

Import

Sausage Casings

Export

336 Johnson Ave.

Brooklyn, N. Y.

Special Selection

Narrow Medium

Hog Casings

For Choicest Pork Sausage

The Original Firm—Established 1868

S. OPPENHEIMER & CO.

**96 Pearl Street
NEW YORK**

**2700 Wabash Avenue
CHICAGO, ILL.**

HAMBURG
Luisenhof 8

LONDON
47-53 St. John St.
(Smithfield)

WELLINGTON, N. Z.
Boulcott Street

Foreign Correspondence Invited

Summer Sausage

If you manufacture Genoa, Salami, Thuringer,
Minced Ham or Mortadella

Write to us for

Sewed Casings Manufactured by Sol May Method

The proper container for these products
Have given entire satisfaction to the leading Sausage Manufacturers
for more than 12 years

We manufacture them according to your specifications

PATENT CASING COMPANY

617-621 W. 24th Place

CHICAGO, ILL.



CASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

TEL. BROAD 3589

Cleaners and Importers Sheep
and Hog Casings.

E. E. SCHWITZKE, Pres.

Massachusetts Importing Company

Importers HIGH GRADE SAUSAGE CASINGS Exporters

Direct Importers of Russian, Persian, Chinese Sheep
78-80 North Street and Hog Casings BOSTON, MASS. U. S. A.

J. H. BERG CASING CO.

Importers Sausage Casings Exporters

946 W. 33rd St.

Chicago, Ill.

AUSTRALIAN Sheep and Beef CASINGS BRITISH CASING CO.

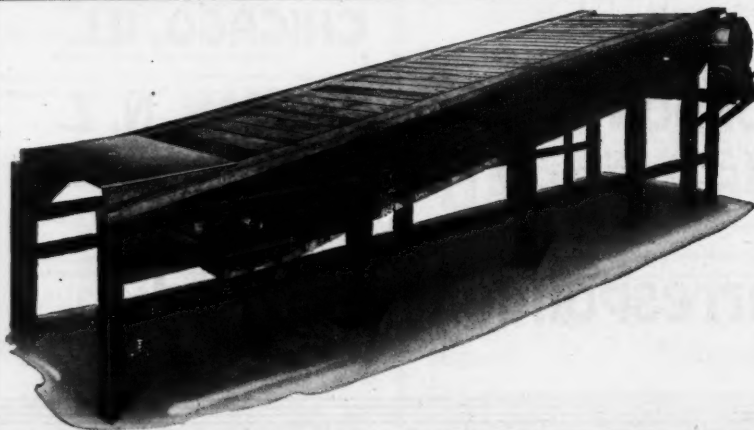
Casing Cleaners and Dried Gut Manufacturers

Ask for firm
offers

Sydney, Australia

Brokers:

E. G. James Co.
140 W. Van Buren St.
Chicago
Phone Harrison 9066



Moving Cutting Table No. 5

Table shown in cut is 2'-8" high
at low end and 5'-6" at high end. 48"
wide over all. Length 18'. We build
these tables in all sizes to suit any
conditions. Built of steel frame
work with hard maple flights.

Also moving Hog Scraper
Benches with platforms.

B. F. Nell & Company

620 West Pershing Road
Chicago Illinois

A Dependable Source of Supply

You can always count upon General Box's ability to maintain a steady schedule of deliveries of Pioneer Wirebound Boxes. Many factories—strategically located—surmount strikes, tie-ups, freight congestion and effect deliveries of Pioneers in any wanted quantity, on time.

This delivery dependability, important though it is, is but one of the many valuable services that Pioneers are rendering the packing industry. Their greater strength reduces damage claims. Their lightness reduces freight bills. Their ease and quickness of assembly cut labor costs. Their greater capacity, generally 5% more than nailed boxes, saves space in storage and transit.

General Box Engineers are continually working out ways in which Pioneer savings to packers may be increased, such as by proving Pioneer ability to handle 200 pound pork loin shipments with the greatest economy, and by developing efficient power equipment for the faster packing and closing of Pioneer boxes and crates. This equipment includes power machinery for pressure-packing of Pioneer containers. These new advantages alone merit your inquiry.

Don't wait for an emergency to prove to you the necessity of having an assured supply of boxes, but call in a General Box Engineer, now, and forestall the possibility of troublesome and costly delays.

GENERAL BOX COMPANY

510 N. Dearborn Street, Chicago, Illinois

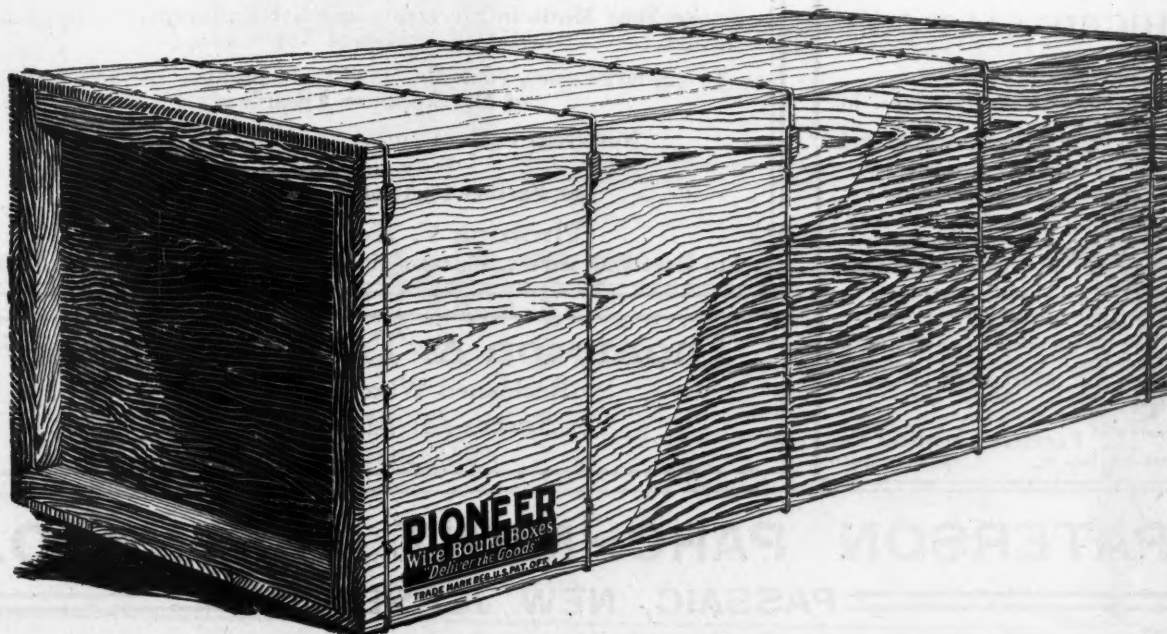
SEVENTEEN FACTORIES GIVE YOU CLOSE AT HAND SERVICE:

Bogalusa, La.
Brewton, Ala.
Brooklyn, N. Y.
Cincinnati, Ohio

Crawfordsville, Ind.
Detroit, Mich.
East St. Louis, Ill.
Hattiesburg, Miss.
Winchendon, Mass.

Houston, Tex.
Illmo, Mo.
Kansas City, Mo.
Louisville Ky.

Nashville, Tenn.
New Orleans, La.
Pearl River, La.
Sheboygan, Wis.





Immediate Deliveries from
New York or New Orleans
Chicago or Baltimore

Complies with all
Government Regulations

A Refined Nitrate of Soda of Highest Quality

NITRATE AGENCIES CO.
104 Pearl St., NEW YORK CITY

The Most Efficient
Meat Curing Agent

Sole Selling Agents for
W. R. GRACE & CO.
NEW YORK, N. Y.

Codes: Cable Address "THOSHANLEY" Phones
Cross Yards 1414
Sextleys Yards 1515

T. E. HANLEY & CO. **Sheep, Beef and** **Hog Casings**

Certified Sausage Casing
Color

Sausage Flour

Office and Factory
40th Street and Packers Avenue
UNION STOCK YARDS
Chicago, Ill.

Wire or Write Your Offerings and
Inquiries

Myles Pure Salt

A large number of the meat packers
have found best results using our
99-84/100% PURE SALT in dry salt-
ing, pickle, hides and capping on ac-
count of no moisture—clean and white.

A trial car will convince you.

HIGBIE SALT CO.

Fred K. Higbie, Pres.
360 N. Michigan Ave., Chicago, Ill.



Used by
Over 1,500
Packers and
Sausage
Manufacturers
with satisfaction
GOVERNMENT DOPE
Kills rats and mice
Recommended by B. A. I. and
U. S. Agricultural Dept.
\$1.00 per lb. in 5 and
10 lb. cans.
Write now
Farmers Chemical Co.
124-126 No. Erie St., TOLEDO, OHIO

Write for

Hickory **SMOKED SALT**

Curing
Information

SMOKED PRODUCTS COMPANY
Fifth & Butler Streets Cincinnati

The Stockinet Smoking Process



Saves
Labor
Trimmings
Shrinkage



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,
SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance
of Mr. Stockinet appearance.

Numerous Packers Throughout the Country Are
Why Not You?

For Further Particulars Write or Phone

Thomas F. Keeley, Licensor
516 East 28th Street, Chicago, Ill. Telephone Calumet 0349

Thompson & Taylor Company
Recleaned Whole and Ground
Spices for Meat Packers
CHICAGO, ILLINOIS

PATERSON PARCHMENT PAPER CO.
PASSAIC, NEW JERSEY

The Wonder Elevator for Packing Houses

When Miller & Hart built their new packing house at the Union Stock Yards, Chicago, 5 years ago, they equipped it with Ridgway Elevators.

Two elevators take the hogs up to the killing floor at the top of the building—doing away with chutes and inclines.

Here is an extract from a recent letter:

The two large elevators erected by you in our Hog House five years ago have worked out very satisfactorily. We have had no trouble with them or their operation.

There is no question but any method of conveying hogs which eliminates driving them over slippery shutes and inclines, prevents bruises. Yours very truly,

MILLER & HART,
John Roberts, President.

This is why the best packing houses all over the land, who want it good,

"HOOK 'ER TO THE BILER"

Craig Ridgway & Sons Co.

Elevator Makers to the folks who know

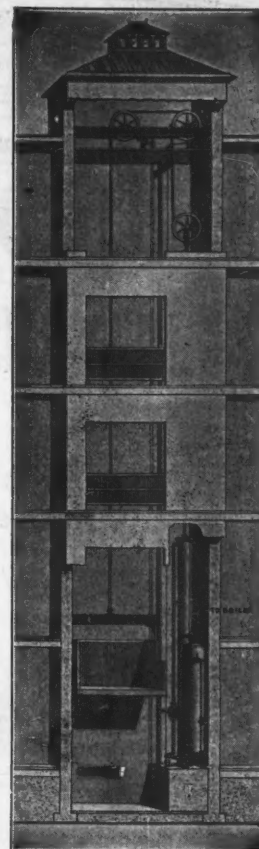
COATESVILLE, PA.



Double Geared



Direct Acting



H & H Scribe Saw

Large and small packers if you are striving to improve your products and increase your yields

Write us

Best & Donovan

332 S. Michigan Ave.

Chicago, Ill.

Note the Name:

"RED HOT"

A new type of Electric Brander for skin meats that does the work.

Try a small one for inspection legend work and eliminate annoying and costly die renewals.

Write:

Geo. J. Schneider Mfg. Co.
2533 Hillger Ave., Detroit, Mich.

"RED HOT"

No. 18

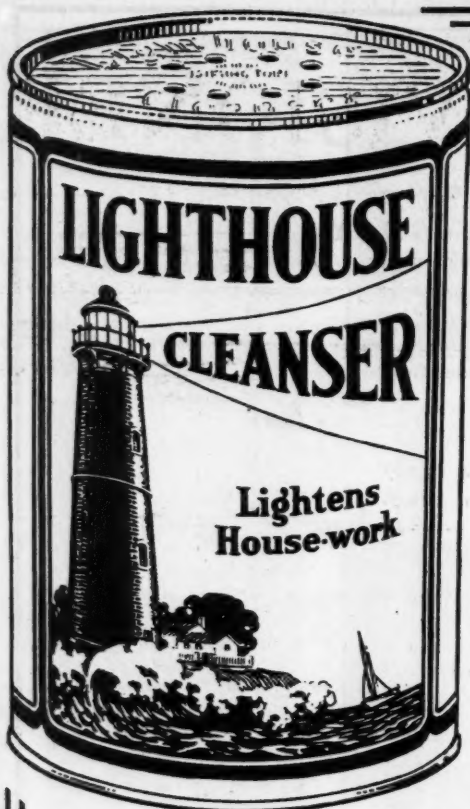
Single die

brander for

Inspection

Legend work





Armour's
LIGHTHOUSE CLEANSER
and
POWDER

Are reliable—quick—economical cleansing agents for factories, packinghouses, etc. They are manufactured with the purpose of securing maximum effectiveness in thorough cleaning with the least waste of time and effort.

You will find them particularly suited for your various requirements. The Powder is a very dependable general cleaner—while the Cleanser is especially adapted for scouring and cleaning metals, marble, tile floors, etc., quickly and easily.

For Packinghouses and Factories

the large containers—pails, kegs and barrels—are economical and advisable. For individual use we recommend the smaller packages. Quick delivery may be had from any of our numerous branches.

Write for Prices

ARMOUR AND COMPANY

Department of Laundry Soaps

1355 W. 31st Street

Chicago, Ill.

THE NATIONAL PROVISIONER

Copyright, 1925, by The National Provisioner, Inc. Title Registered in U. S. Patent Office.

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 72

Chicago and New York, January 10, 1925.

No. 2

What "Make Right" Means to Packer

Without It "Buy Right" and "Sell Right" Are No Use—Mistakes Made in Plant That Should Be Avoided

You must "Buy Right" and "Sell Right" to make money—but both are useless if you don't "Make Right!"

It's human nature to resent being told of your mistakes. And every packing-house man is human.

But the mistakes made in the average packinghouse cost a lot of money—especially where help is not watched and checked up.

The busy superintendent can't be everywhere at once. He has to rely on his foremen to see that the work is being done properly.

Sometimes poor work is done because the men on the floor don't know how.

If their mistakes are pointed out to them, and still they don't improve, then it is time to get rid of them!

In the following article, written for THE NATIONAL PROVISIONER by an experienced operating man, several common mistakes in operating practices are pointed out.

They are not theoretical "don'ts"—they are based upon observation of how things were actually done in certain plants!

Read it carefully, Mr. Packer.

Then see that your superintendent and his foremen read it too!

For convenience, some of the main points have been summarized on the next page for the benefit of the man who "don't have time to read."

As for that other fellow—the one who "don't need to read"—he won't see it anyway!

important of all in the killing floor operations. Blood is the most perishable of all packinghouse products, and unless the knife opening will allow for fast, complete drainage of blood, there is reason to believe that trouble will occur in the curing cellars or in products saved for accumulation.

The Most Important Job.

Blood will coagulate very quickly, and unless the sticking is properly done it will curdle and remain in the veins, and start to decompose at once.

Check should be made every day for "shoulder-stuck" hogs, and a report made to the sticker until his work is in line.

Scalding.—Scalding temperatures should not be too high for good work.

In one plant the scalding tub was entirely too small. The volume of business done by this company warrants a tub at least 60 feet long, while they are using one 30 feet long.

[This is a common error made by architects and engineers in figuring too small scalding-tub capacity, or not allowing for expansion in kill—EDITOR.]

To get the general good appearance that is desired on all smoked products that have a skin surface, it is important that the tub temperature be kept at a point where over-scalding is not so much of a hazard.

Value of Temperature Control.

This temperature is between 138 and 142 degrees. One hundred and thirty-eight degrees with a long tub can be maintained, giving better results than the high temperature, and it is more easily maintained.

It is understood that some sort of temperature control is necessary. The better and more certain this control, the better the results will be. Automatic control is best of all, and insures against careless workmen and forgetful foremen.

Many hogs were noticed coming through the machine with the bodies scalded and with feet and heads very dirty and hairy.

The reason for this is that, in forcing the hogs through the high temperature,

"Do's" and "Don'ts" in the Hog Killing House

By "The Foreman"

Editor THE NATIONAL PROVISIONER:

Recently, while on a tour through the packing field, I had occasion to notice the work of several plants.

Evidently the mistakes I found are general throughout the entire field, and for the benefit of those interested I will bring these points out.

Bruising the Hogs.—I watched the way the hogs were being brought to the killing floor. In one plant the driver was equipped with a sharp pointed stick, with which he would prod the stragglers along.

This practice is very costly, as the prodding will cause small pin bruises that will require trimming after the hog has been slaughtered.

Shackling.—In a recent issue of THE NATIONAL PROVISIONER some one inquired for the cause of blood-shot hams, and this was found to be due to rough handling.

There are many bad features that occur in the shackling pens, and any one of them does a great deal of harm.

Shacklers have a habit of using the shackle chain as a whip, to drive hogs from one end of the pen to the other. Striking the hog in this way causes a bad bruise that requires trimming.

In the case of snouts, many of them were going to the tank badly bruised. This could also be traced to the shacklers.

Sticking.—The sticking job is the most

Stop Those Leaks!

Meat packing offers more opportunity to waste money than almost any other industry in the world.

Small errors in each department can run up a big total in the "loss" column of the packer's ledger.

But if he checks each division carefully, many of these mistakes can be eliminated.

time was not allowed for heat to penetrate to the root of the hair, at the end of which there is a small oil sac which must be expanded to release the hair.

In the case of the feet, they are generally covered with mud or contamination of some sort, and until it becomes loosened up or heat has taken effect, we must expect dirty feet.

The long tub will allow for this. With lower temperature the body will not be apt to over-scald, and the head and feet will have time to soak and be easier to clean.

Speed Variations in Killing.

Dehairing Machine.—As this is the point in which the greatest mechanical help in cleaning is developed, it is necessary that the dehairing machine receive daily mechanical inspection.

At one particular plant many of the beaters were missing, and in some instances the beater blades were dull or lacking altogether.

The machine was running about 600 bars per hour, and the killing floor chain about 500 bars per hour. The actual killing average for the day was 369 hogs per hour.

In this case the machine should be slowed down to 380 per hour, and the floor to about 375 per hour. This would give the hogs the benefit of the extra cleaning which they would receive at the slower speed in the machine. The scalding and the men on the floor would reap the ad-

vantage of the lower speed rate, and better work would be obtained all around.

Money Lost in Head Dropping.

Heading.—Two men were noticed dropping heads, and they were leaving entirely too much meat on the crown bone. To leave meat on the head at this point means that it commands a lower price than it would if left on the carcass, to be weighed as shoulder or Boston butt.

Great care also should be given in heading in regard to leaving too much fat on the cheeks, not enough fat on the tongues and the scoring of the jowls, whether saving bacon squares or D. S. jowl butts.

Opening.—The greatest care should be taken in opening the aitch bone, not to go through the bone too far, as there is a great danger of cutting the bung. In most plants that run over 300 hogs per hour it is considered necessary to have two men on this operation.

Aitch and Brisket Bone.

To offset this they put a good man on the opening, and a cheaper man or boy helping him, with a patent aitch-bone opener. This knife has a guard that prevents the blade from cutting the bung.

Care should be taken in going through the brisket bone. In many cases the opener will go too far to one side, and in doing so makes a great bow in the belly at the brisket end. This makes ex-

cessive trimming necessary, if square-cut bellies are being produced.

Eviscerating.—"Snatchers" sometimes make the mistake of taking out all the giblet meat with the plucks. If this is left on the hog, it should be left in the loin, where it commands a better price.

To know if this is being done, a careful watch should be kept on the offal floor where the giblet meat is removed. Weigh the giblet meat separately. It should figure 5 lbs. per 100 hogs or less.

Splitting.—Splitters should be instructed to watch carefully the splitting, and not produce a hard and soft side to the carcass. This means that one loin will carry a bigger percentage of the back bone than the other.

Also, in splitting necks see that the neck bone is not all left on the shoulder.

Tonguing.—Tonguer should use care in lifting tongues to avoid scoring, which is generally done as the tongue is being cut loose at the gullet. Tonsils should be removed at this point.

Leaf Pulling.—Not enough thought is given to the pulling of leaf lard. If the pullers are instructed to lift the leaf all the way out, less scrap leaf will be produced.

Kidneys should be pulled with the leaf, as by this method kidney strings are left in the leaf. In removing the kidney from the leaf, it is possible to do so without mutilating the kidney.

(Continued on page 29.)

Hog Killing Pointers for the Packer and His Men

Shackling.—How much of your hog meat goes into trimmings instead of ham—because your men prod the hogs with a pointed stick when driving them to the shackling pen?

How many blood-shot hams do you get—because of rough handling in shackling?

How many hams grade No. 2 or worse—because your men use the shackling chain as a whip?

How many snouts go to the tank instead of the trimming table—for the same reason?

Sticking.—How much of your product spoils either in curing or elsewhere, because the hog was not properly bled?

Did you ever stop to think that blood left in the veins will curdle and spoil the meat?

Keep a sharp watch for "shoulder-stuck" hogs!

Scalding.—If you want good-looking smoked meats, don't let the scalding-tub water get too hot. Over-scalding has cost many a dollar.

One of the commonest mistakes is to build the scalding tub too small. Have a long tub, and 138 to 142 deg. is enough—if it is maintained!

Ever see hogs come through the machine with scalded bodies and dirty heads and feet? Watch your scalding temperatures!

Dehairing.—Why do the hogs come out of a perfectly good dehairing machine in bad order?

How many beaters or beater blades are missing on your dehairer? Do you have the machine inspected every day?

What is the speed of the dehairer compared to the speed of the killing floor chain? Regulate the speeds and give your scalders and floor men a fair chance!

Heading.—Are you producing as head meat what ought to go on the shoulder or Boston butt?

Do you get too much fat on the cheeks, and not enough on the tongues? Are the jowls scored?

Check up on your head droppers!

Opening.—Do you find bungs cut? Look up your aitch-bone opener.

How much do you lose in trimming bellies because of a big bow at the brisket end? Watch your opener, when he goes through the brisket bone!

Removing the Viscera.—Giblet meat brings more money with the loin than as sausage material. Don't let your "snatchers" take it all out with the plucks; 5 lbs. per 100 hogs is plenty!

Splitting.—Do some of your pork loins have more backbone than others? Or do your shoulders carry too much bone?

Insist on careful splitting.

Tonguing.—Do your tongues grade poorly? Watch the tongue-lifting, to avoid scoring.

Pulling Leaf Lard.—Do you produce a lot of scrap leaf?

Tell your pullers to lift the leaf all the way out.

And pull the kidney with the leaf. This leaves the kidney strings in the leaf, and saves mutilating the kidney.

Ham Facing.—Lean meat brings more on the ham than in the tank!

Don't let your ham facer score hams.

In the Coolers.—Crowding hogs on the cooler rails costs money in sour meats.

Grading hogs into the coolers speeds up cutting, curing and packing, besides making chilling easier.

Handling Offal.—Skull meat, snout meat, etc., brings more money in sausage than as tank product.

Glands worth many thousands can be sold to medicine manufacturers instead of going into the tank.

Brains yield more profit when properly lifted out, handled and graded.

Head skin fat belongs in lard, not in grease. Watch your dehairing machine and fat your skins.

Figure your added profits in savings such as these, both in labor cost and added value of materials. It will surprise you.

It pays to "MAKE RIGHT!"

Swift Shows Big Sales and Earnings

At the annual meeting of the shareholders of Swift & Company, held in Chicago, January 8, 1925, the company was reported as having closed a good year, and to be in better position and with better prospects than ever before.

The annual financial statement for the year ending November 1, 1924, shows net earnings amounting to \$14,125,987.74. The total sales during the year exceeded three-quarters of a billion dollars. The company's surplus was increased by more than two-and-one-quarter million dollars, making the total surplus of November 1, \$66,099,815.10.

The year marks the operation of the company as a corporation for two score years. The stock is owned by over 47,000 shareholders, a large percentage of whom are employees of the company. Dividends totalling \$12,000,000 were paid these shareholders during the year.

In commenting on the year President Louis F. Swift said "We have had a good year and look forward hopefully to the future."

Forty Years for Swift & Company.

In his address to the stockholders, President Swift said in part:

"This meeting marks the rounding out of forty years for Swift & Company, and I am glad to express the opinion that the Company is now in a better position and has better prospects than ever before. We have had a good year, and look forward hopefully to the future. The year was fairly normal and free of the unusual problems of the several previous years. The members of our organization are entitled to credit for having done very good work during the year, and our strong position is due largely to their efforts.

"During the past year our sales were over \$775,000,000.

"The receipts of hogs during the year 1924 were practically the same as during the year 1923, which was a record year in the industry, and this means that we have had to provide an outlet for an enormous quantity of pork.

"The first week of December, 1924, when the International Live-Stock Exposition was being held, broke all records for hog receipts at Chicago.

"The receipts of cattle and sheep during 1924 were about the same as during 1923.

"Cattle prices in 1924 averaged about the same as in 1923. Hog prices averaged about 7 per cent higher than for 1923. Lamb prices, which have been on a high level since early in 1922, averaged .5 per cent higher in 1924 than in 1923.

By-Product Prices Helped Out.

"Increasing prices for by-products have helped Swift & Company considerably. Higher prices for hides have made it possible to show good results on cattle and beef operations.

"During the fiscal year ended November 1, Swift & Company paid out for live stock \$357,000,000, and slaughtered 17,509,945 animals.

"Our relations with employees have continued to be harmonious. Our plant assemblies are working effectively and provide the means for just and prompt settlement of such differences as develop between the management and our employees. There has been no change in the general scale of wages during the past year.

"Swift & Company's stock is now owned by over 47,000 shareholders, of whom more

than one-third are employees of the Company.

"The coming year promises to be a good one in the packing industry. Indications are that the country will enjoy general prosperity, in which case there will undoubtedly be a good demand for meat and all our other products."

The Financial Statement.

The consolidated balance sheet of November 1, 1924, for all one-hundred-percent-owned United States and Canadian Companies is as follows:

ASSETS	
Cash	\$ 7,806,088.00
Accounts receivable	84,757,494.25
Inventories	105,124,251.58
Stocks and bonds	25,014,721.89
Land, building, machinery and equipment (after deducting depreciation reserves)	115,088,437.72
	\$337,791,003.44
LIABILITIES AND CAPITAL	
Accounts payable	\$ 17,780,461.43
Notes payable	18,469,033.41
5% gold notes due Oct. 15, 1932	49,000,000.00
5% first mortgage sinking fund gold bonds due July 1, 1944	26,921,000.00
Reserves	11,520,003.50
Capital stock	\$150,000,000.00
Surplus	66,099,815.10
Total stockholders' investment	216,000,815.10
	\$337,791,003.44

INCOME AND SURPLUS

Net earning after interest and depreciation	\$ 14,125,987.74
Dividends 8%	12,000,000.00
Surplus profit for year	\$ 2,125,987.74
Surplus previous year	63,973,827.36
Surplus November 1, 1924	\$ 66,099,815.10

Directors elected at the meeting were: L. F. Swift, Chicago; Lewis L. Clarke, New York; Edward F. Swift, Chicago; M. B. Brainard, Hartford, Conn.; L. A. Carton, Chicago; Charles H. Swift, Chicago; G. F. Swift, Chicago, and Harold H. Swift, Chicago.

The officers of the company are: L. F. Swift, president; Edward F. Swift, vice-president; Charles H. Swift, vice-president; G. F. Swift, vice-president; Harold H. Swift, vice-president; Alden B. Swift, vice-president; L. A. Carton, treasurer; W. W. Sherman, assistant treasurer; C. A. Peacock, secretary; J. E. Corby, assistant secretary.

DECEMBER MEAT REVIEW.

Heavy receipts of hogs with advancing live prices, and a good demand at home but a restricted demand from foreign countries featured the meat trade during the month just closed, says the Institute of American Meat Packers in its review of the meat and livestock situation for December.

The export trade in pork products was relatively small. Some packers, however, reported fair sales of meats in England from consignment stocks, at satisfactory prices. Lard trade was slow and the European markets were considerable below the domestic. During the last two business days of the month, the ham market in England advanced sharply:

The review goes on to say:

German Lard Demand.

Early in the month there was a good demand in Germany for lard from spot stocks, but this declined to such an extent that the demand was at the lowest point in several months.

There also was some demand from the Continent for fat backs, which, on account of the limited receipts of prime hogs, could not be entirely supplied.

The Scandinavian countries bought fair

quantities of short clear backs and short clear middles.

Fresh Pork in Demand.

There was a good domestic demand for fresh pork products. Prices of fresh loins, butts, shoulders, and picnics advanced toward the close of the month, but as the prices earlier in the month had been relatively low fresh pork is still wholesaling at levels which should be attractive to consumers.

Green hams, especially those of heavier weights, were in strong demand, and prices advanced, as did the prices of pickled hams. Green bellies also advanced but pickled bellies showed a slight downward tendency toward the close of the month.

In the opinion of some observers, there was a disposition on the part of some buyers to accumulate fresh pork products and carry them. This applies particularly to fresh pork loins, hams, and bellies. This, together with the fact that smoked hams have sold in some instances in certain heavy consuming centers below the price of green hams in Chicago, has led some individuals to feel that the recent advances in pork product prices were somewhat speculative.

The demand for smoked meats was not so active as was the demand for fresh pork, although some companies thought the demand was better than seasonal.

D. S. Meat Stocks Low.

The trade in dry salt meats was of sufficient volume to absorb the supply even more rapidly than it was possible, for a time, to cure it. Stocks, which ordinarily begin to increase during November, still are very low.

The volume of the lard trade was fairly large but, in the opinion of some, was affected by increased country slaughtering and also by the lower prices at which lard substitutes are available. Others point out that the demand for lard was good throughout the month, but that production, owing to the heavier receipts, had caught up with the demand. Stocks increased substantially during the month.

Hog prices advanced, notwithstanding the heavy receipts. Packers are paying approximately 40 per cent more for hogs than they did a year ago. Their pork operations, based on current market values, in most instances have been conducted at a loss during most of the month.

Beef Markets Oversupplied.

The second week of December was marked by the largest receipts of cattle of the year. Coming on top of a week of strong prices, in which yearlings reached a new top, the heavy runs drove prices to new low levels for the year to date.

The dressed beef market was oversupplied up to the latter part of the month, and consequently was weak and sluggish, but became more firm during Christmas week.

The hide market showed a seasonal tendency toward lower prices, with some recovery during the latter part of the month. Stocks are sold fairly well up to production.

Eastern markets for dressed lambs, under the influence of the poultry embargo, were strong all month, and closed considerably higher, with an active demand.

CANNED MEATS EXPORTS.

Exports of canned meats from the United States for November, 1924, and the 11 months ending November, 1924, with comparisons, are reported by the U. S. Department of Commerce as follows:

NOVEMBER.		1924.	1923.
Total canned meats, lbs.....	1,103,106	1,433,482	
Beef, canned, lbs.....	90,953	59,643	
Sausage, canned, lbs.....	287,853	227,004	
ELEVEN MONTHS ENDED NOVEMBER.		1924.	1923.
Total canned meats, lbs.....	14,650,021	14,447,396	
Beef, canned, lbs.....	1,433,319	1,631,176	
Sausage, canned, lbs.....	3,301,924	2,451,551	

TRADE GLEANINGS.

Frye & Co., packers, Seattle, Wash., are building stockyards at Sapperton, B. C.

The Rapides Packing Company, Alexandria, La., plans to establish a new packing plant at Lafayette, La.

A new packing plant has been built at Bell, Calif., by a concern called the United Dressed Beef Company.

A new cottonseed oil mill is soon to be constructed in Roswell, Calif., by the Chaves County Farm Bureau.

Charles G. Carter and others are said to be interested in establishing a municipal abattoir in Hattiesburg, Miss.

The Chamber of Commerce of Cuero, Tex., is considering the erection of a municipal abattoir in that city.

The Arizona Packing Co., Phoenix, Ariz., is said to be contemplating the erection of a new plant in Lower Miami, Ariz.

The plant of the Marianna Cotton Oil Co., Marianna, Ark., was recently destroyed by fire with a loss of around \$70,000.

The smokehouse of the Hughes-Curry Packing Company, Anderson, Ind., was recently damaged by fire. Loss was slight.

Fire in the branch plant of John Morrell & Co., at Duluth, Minn., recently did considerable damage, but did not interfere with business.

A new abattoir has been opened near Somerton, Ariz., by Ham & Co., who have meat markets at both Yuma and Somerton. All of the company's meat will be slaughtered in the new abattoir.

A "friendly" receivership has been ordered for the Wisconsin Packing Co., Wausaw, Wis. President J. D. Christie and G. W. Borowitz have been appointed receivers. This action was not opposed.

A new packing plant, known as the Des Moines Packing Company, has been opened in Des Moines, Ia. Cattle, veal and lambs will be featured by the new company, which is capitalized at \$25,000. Officers are: W. M. Oppenheim, president; J. Sigel, secretary and treasurer. W. H. Shippey is plant manager.

The plant of the Chicago Packing Company, Chicago, was recently destroyed by fire, with a loss estimated at close to \$500,000. Rebuilding will commence at once. However, until the new plant is completed, the regular trade of the company will be taken care of by it at the Chicago Public Abattoir, 38th Place and Gage street, Chicago.

CINCINNATI PACKERS ELECT.

At its regular meeting on Tuesday evening, January 5, the Cincinnati Meat Packers' Association held its annual election of officers, with the following result:

President—Elmore M. Schroth, J. & F. Schroth Packing Co.

Vice-president—Joseph Kiefer, Jacob Vogel & Son.

Secretary and Treasurer—C. W. Riley, Jr.

Retiring president J. A. Wiederstein was presented with a handsome green-gold wrist watch by the members of the



ELMORE M. SCHROTH.

Elected President Cincinnati Meat Packers' Association.

association, in testimony of their personal affection and their appreciation of his long and faithful service as the head of this pioneer meat packing organization of the country. Secretary Riley was presented with the usual bouquet of compliments, which he receives on every occasion when the members get a chance to tell him what they think of him.

President-elect Schroth is a director of

the Institute of American Meat Packers, and one of the most active among the younger leaders of the industry. Annual reports show the association to be in a very flourishing condition.

ALBANY PACKING CO. STARTS.

The Albany Packing Co., Inc., Albany, N. Y., started killing in its handsome new plant last week, and began with an output of 250 hogs and 10,000 lbs. of sausage per day. As soon as the plant is thoroughly tuned up there will be a grand opening.

This is the newest and one of the most up-to-date packinghouses in the country, and as its president is Fred M. Tobin, of the Rochester Packing Co., the chances are that its selling policy and operations will be conducted along the lines which have made the Rochester business so remarkably successful.

W. C. Codling, a well-known packing-house executive, is vice-president and general manager. G. F. Madsen, formerly with the Ogden Packing & Provision Co., Ogden, Utah, is superintendent, and C. F. Fitzgerald is master mechanic. The sales manager is E. Sullivan.

POSTPONE SALT RATE RAISE.

In the last issue of THE NATIONAL PROVISIONER an announcement of the Traffic Committee of the Institute of American Meat Packers was printed concerning an increase in freight rates on salt from Southern points amounting to 80c per ton. This increase was announced to take effect January 20, and packers were urged to make their salt purchases before that time.

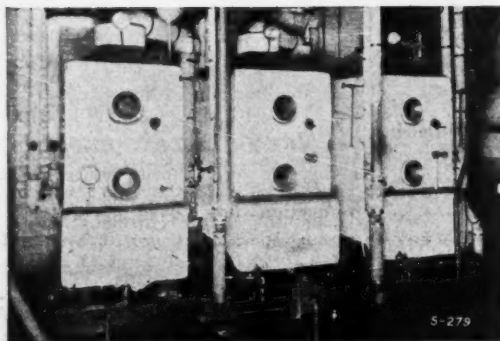
It appears that an extension of 60 days has been granted by the Interstate Commerce Commission, and the rate increase therefore will not take effect until late in March.

GRAIN MARKET COMMENT.

Commenting on the speculative position of the grain market, S. C. Harris, of Cross, Roy, Eberhart & Harris, Chicago, said this week: "We prefer to adopt a trading position with a view to being ready to turn in either direction after the middle of January. We think the important factor will be the volume of export buying after that date."

SWENSON EVAPORATORS-

The Recognized Standard for Animal By-Product Liquors



Swenson Evaporator in use by the Baker Packing Co., Chicago

SWENSON evaporators are well known in packing houses, glue works, rendering plants and soap factories. Frequent repeat orders are the best evidence of the results obtained with this equipment. Our more than 30 years experience enables us to help you solve special problems. Submit your evaporator problem to Swenson.

Bulletin E-122 on request.

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

HARVEY, ILL.

(Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers

Published Weekly by

The National Provisioner, Inc.

(Incorporated Under the Laws of the State of
New York)

at the Old Colony Building, 407 So. Dearborn
St., Chicago

Eastern Office, 15 Park Row, New York.

OTTO V. SCHRENK, *President.*

PAUL I. ALDRICH, *Vice-President.*

HUBERT CILLIS, *Secretary and Treasurer.*

PAUL I. ALDRICH, *Editor and Manager.*

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn st.
CHICAGO, ILL.

Telephones Wabash 0742, 0743, 3751.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

15 Park Row, New York.
Telephone Barclay 6770.

Money due THE NATIONAL PROVISIONER should
be paid to the Chicago office.

Correspondence on all subjects of practical
interest to our readers is cordially invited.

Subscribers should notify us by letter be-
fore their subscriptions expire as to whether
they wish to continue for another year, as
we cannot recognize any notice to discon-
tinue except by letter.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each .....	.10
Back Numbers, each .....	.25

An Optimistic Outlook

An optimistic outlook for industry in 1925 is expressed in a statement by the Secretary of Commerce as a result of his intimate knowledge of the whole industrial situation throughout the world.

The situation is reviewed in considerable detail by Secretary Hoover, and he finds in it much of encouragement. He says that "forces in motion both at home and abroad mark solid progress toward prosperity for the coming year," and that the new year has begun "with the economic structure of the world upon more solid foundations that at any time since the war."

An interesting feature of the review is the fact cited that the average wage in industry remains around 100 per cent above prewar, while the cost of living is only 72 per cent above the prewar level. This situation is largely the result of the elimination of waste in industry to which so much attention has been given during the troublesome years following the war.

The ratio between wages and cost of living will have a direct beneficial influence on industry, as the buying power of the great army of wage earners is bet-

ter than it has ever been in the history of the country.

The education of captains of industry to a better understanding of the whole economic structure, and a realization of the fact that the successful conduct of their own businesses calls for an understanding of industry generally, has materially broadened the general economic understanding and aided in the improvement of the whole situation.

The assurance of Secretary Hoover that there is no present indication of inflation should allay feelings in regard to this in certain quarters. The very excellent information service developed by the Department of Commerce would quickly detect dangerous currents in industry, and enable the stemming of any tide in the direction of inflation.

The Secretary's message to industry should give a general feeling of optimism, as his position is such as to enable him to view the whole industrial and economic network, and his sources of information are of a character to reveal at once any weak spots in the structure.

The Risks of Speculation

A review of the lard market the past few days shows that heavy selling of lard by cash interests precipitated a severe decline. The situation influencing this selling probably was brought about by the absence of the expected good export demand and the continued heavy hog movement. These factors resulted in a rapid accumulation of stocks last month which, coupled with the competition of cottonseed oil, caused the depression.

A great deal of realizing took place on the declines. There was a broad general investment demand, no doubt influenced by the condition expected to arise as a result of the great disparity between corn and hog prices, some readjustment of which is expected to occur within the year. However, the bearish conditions referred to seem likely, for the present at least, to retard the anticipated change.

The upward trend in speculative investments has forced the price of lard to a point where export buying has been shut off. Many users of lard in liberal quantities are substituting cottonseed oil, which is selling at a big discount under lard.

The cottonseed oil now available is of the best quality produced in this country in a long time, and it is bound to enter into sharp competition with lard for certain uses, as long as the price differential is so wide. This situation is accentuated by the exceedingly heavy stocks of cottonseed oil available.

When a week or so ago THE NATIONAL PROVISIONER commented on the recent wave of speculation, kindly-disposed friends wondered if we were taking sides. It is the business of THE NATIONAL PROVISIONER to report the facts, and in this case a word of warning was considered pertinent, and even necessary.

Speculation up to a certain point is a good thing in the provision trade, and in other commodities dealt with in futures. But the excessive speculative feature so evident in all markets in recent months carries with it an element of danger, and is of questionable ultimate value.

To Help Meat Marketing

The value of exports of meat and meat products from the United States in the first nine months of 1924 amounted to more than two hundred million dollars, according to Dr. Julius Klein, chief of the Bureau of Foreign and Domestic Commerce, United States Department of Commerce.

The tonnage represented by this value, however, is only about 10 per cent of the total output of these products in this country. The balance, 90 per cent, is consumed in the United States.

So important has the export of meat and meat products become, not only from the standpoint of value, but as a matter of relieving the American markets from great surpluses, that the Department of Commerce has taken special steps to expedite export demand.

Weekly information is to be furnished American packers of receipts of meat at the principal ports of Great Britain, and a trade commissioner has been placed at Hamburg, Germany, to report economic and business conditions there as they apply to markets for American meats abroad. This work is to be extended to cover the whole of Europe as occasion demands.

In commenting on the importance of the meat industry, Dr. Klein says:

"The meat industry is the largest single industry in this country. Moreover, upon the sale of meat and its by-products depends the disposal of the largest crop in the United States—that of corn, a large proportion of which is fed to livestock. When two such important products of this country are concerned, certainly every effort should be made to encourage peak production and aid in keeping an even flow of operation in the meat industry."

If the American market abroad can be maintained and extended, and the present demand at home for meat and meat products be gradually increased, there should be prosperous times ahead for the whole livestock and meat industry.

PRACTICAL POINTS FOR THE TRADE

(Contents of THE NATIONAL PROVISIONER are copyrighted and matter on these pages may not be reprinted except by permission.)

Trouble With Sour Hams

The following inquiry comes from a small packer in the Middle West:

Editor The National Provisioner:

I am having some trouble with my cured meats, and know that if I state it to you, you can help me out.

We use and only make the one formula. To 50 gals. of 70 degree pickle we use 14 pounds of granulated pure cane sugar, 3 lbs. of nitrate of soda. This runs us a pickle of 72 to 76 degrees. We use this pickle in curing hams, bacon, shoulders and cottage butts.

Everything is coming out fine with the exception of the hams. These are souring in the hocks only. We can and do take these hams and bone them for boiling, and haven't to date allowed a claim or even had a complaint. It is very puzzling and I cannot explain it.

We overhaul these hams on the 5th, 12th and 30th day; this also applies to the shoulders.

The bacon and cottage butts we overhaul on the 3rd, 10th and 20th day. In making the change over we use some of the old pickle, adding enough of the new to bring it up to 75 degrees strength.

Hams are taken from the cutting bench to a cellar registering 36 to 40 degrees, and allowed to hang from 24 to 48 hours before going into the vats. The temperature of the pickle cellar is right at 40 degrees, never higher.

Strange to say, we went through the summer without a bad ham. Our trouble seems to be coming out of the August kill, and as we haven't got into the September cure, I won't know how long we will have this trouble. I thought I had better have some explanation, so that in the event the trouble shows up in the September kill, I can immediately change over to a new method of handling.

It might be well to explain why we use the same formula for all of our cure. This is on account of space. We only have one settling vat, and it is much more convenient to work out of one vat than out of more. And incidentally, we are well pleased with everything but the hams.

The products are giving general satisfaction to the trade. We have tried alling these hams, and find that as long as we are in the butt end and thick part of the ham we don't find a thing, but when the butcher sells the hock end and they boil it, that's when we have trouble.

Will appreciate your analyzing this, and if my system is wrong, please make the necessary recommendations.

This inquirer's formula and chilling seemed to be satisfactory, but further information was asked for. In reply to inquiry as to whether he pumped his hams, this small packer said:

Editor The National Provisioner:

In reply to your inquiry regarding our method of handling hams. We do not pump our hams at all, the writer believing that a pumped ham does not give as satisfactory a cure as one not pumped.

Perhaps we are wrong in not pumping our hams, but in view of past experiences are satisfied that just straight curing makes a more desirable cure.

In your answer to my inquiry you approved my method of handling with one exception—you do not state whether my overhauling is handled properly.

The inquirer has experienced some trouble with sour shanks in pickled hams. He states that he does not pump his hams at all, believing that a pumped ham does not give as satisfactory a cure as hams that are not pumped. This, of course, is true.

But the inquirer must realize that facilities for handling green meats and curing must be ideal to obtain good results on hams that are not pumped.

The method of handling, where the hams are spread overnight in cooler, seemed to be satisfactory. Inasmuch as the inquirer stated that he was overhauling hams on the 5th, 12th and 30th day, we did not take exception to this, as the

regular overhauling dates call for 5, 15 and 30 days. It would not seem, therefore, that the blame for sour hocks could be placed on this, as there was only a slight deviation in the holding on one particular date.

The inquirer takes hams from the cutting bench to a cellar registering 36 to 40 degrees, and allows the hams to hang 24 to 48 hours before going into vats. He should note the inside temperature of the hams after chilling in the cooler over night, and at the exact time of going into cure. Should he find the inside temperature running 36 to 38 deg., then it would be better to use 36 to 38 degree pickle.

Benefit in Pumping Hams.

However, there should be no objection to the inquirer pumping these hams mildly; that is one stitch and one stroke in the shank, between the bone. This has practically no effect on the body of the ham. Some of the choicest brands produced are handled in this manner, and the slight pumping in the shank will very probably overcome the difficulties of this inquirer.

It must be emphatically stated once more that facilities for handling must be almost perfect, in order to handle hams without pumping and get excellent results. Such hams must be thoroughly chilled, say 35 to 36° inside temperature.

In view of his past experience, it would be in order for this inquirer to make comparative tests, using the pump in the shank, as mentioned, and omitting the body pumping. We feel quite sure the results of such a test will convince him that pumping in the shank end mildly will

not necessarily make a stronger flavored ham.

It is presumed that the inquirer allows about 5 days per pound for curing on a ham that is not pumped. If not, he should do so.

Points on Cooling Sausage

The following inquiry is from a sausage maker in Michigan:

Editor The National Provisioner:

In order to settle an argument concerning the atmosphere in a sausage cooler, and in order to determine the usual percentage of shrinkage of finished sausage, will you please answer these questions:

What humidity should prevail in the finished sausage cooler?

What is the average shrinkage of finished sausage within 24 hours?

We have a cooler 15x15 ft., with brine spray, for our finished sausage. Would direct expansion be better? We are subject to a heavy shrinkage on our finished products.

The most satisfactory temperature for smoked and cooked products, such as bologna, wieners, etc., is about 48 to 50 degrees, a dry even temperature. But the product should be partially cooled after coming out of the cooking vat, and before delivering to the sausage storage cooler, so as to eliminate as much condensation in the cooler as possible.

The average shrinkage per 24 hours on a volume of sausage of this class runs 1½ per cent for the month. This figure is taken from accurate tests.

For pork sausage it is quite another thing. This product should be carried in a lower temperature, of 34 to 36 degrees, and as dry as possible. There should also be plenty of air circulation, more than you find in the ordinary coolers. It is even well to install an electric fan at one end of the cooler to create a cold draft and dry off the product and chill it as quickly as possible. The best method of all is to equip the cooler with air conditioning apparatus.

It is noted that the inquirer is equipped with brine spray in his sausage storage cooler. This is preferable to direct expansion, as experience with direct expansion shows there is more or less dampness. The coils become coated with frost, and it is necessary to shut the brine off occasionally to thaw the ice off from the coils, allowing the temperature to go up, which is injurious to the product. Therefore, either the brine spray or the cold air system with cold air ducts is best for sausage.

If you use brine spray, and yet have a heavy shrinkage, something is wrong in your layout or method of operation.

In the Hide Cellar

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do, and LOSS to you if you don't.

Complete directions for handling both hog and sheep casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

Either or both of these may be had by subscribers, by sending in the attached coupon, together with a 2c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me directions for handling
sheep casings.
hog casings.
(Cross out one not wanted.)

Name

Street

City

Enclosed find 2 cent stamp.

Points on Hog Killing

(Continued from page 24.)

Ham Facing.—In one plant the ham facer was scoring many hams, which of course should not be allowed. Lean meat going to the tank on ham facing has no value, and the appearance of the ham is greatly impaired.

The proper thing to strive for in ham facing is to have the facer lift the facing down to the striffin without scoring. In the case of smoked hams, they will come out of smoke with a better appearance than one that has been scored.

Coolers.—Hogs were being put in coolers without any regard to their size. Many were hung too close together. This greatly increases the chance for sour spots, especially where refrigeration equipment is not the best, and where chilling is not speeded up by having the brine spray system, air conditioning, etc.

By grading hogs into the coolers it greatly facilitates the work on the cutting, curing and packing floors.

In one plant the fresh meat department was in a hurry for product. Because of the variety of hogs hanging in the cooler it was not possible to get them out in time to fill the order. Grading would have done it!

Another reason for keeping the hog averages separate is that by doing so the chilling is made easier. Light hogs do not require the chilling that the heavier averages do. To cut 24-hour hogs the lighter averages can be taken out first, giving the heavier hogs the benefit of extended time in the coolers.

Saving the Offal.

Saving Fat.—Too much fat was going to waste upon the floor in one plant.

Skulls were going to the tank with too much meat on them.

Snouts were seen going to the lard tank with snout meat left on. Many badly bruised snouts were found, due to being misused in the shackling pens.

Saving Glands.—No effort was being made to save the hog glands, such as pituitary, thyroid or ovaries. In a plant of this size it is safe to say that the gland value would be \$5,000 to \$7,000 per year. This is far too big an item to waste.

Brains.—In taking out the brains it is desirable to lift them out without mutilating, if possible. To do this the head must be center split.

Brains were being piled promiscuously on pans to chill. When chilled they were put in a box without regard to appearance.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for copies of the three articles on "Temperature Control in the Meat Plant," which appeared in recent issues.

The better way is to place them in a box as produced. If, after being chilled, a little is needed to bring the box up to necessary weight, some may be added without spoiling the appearance of the package.

Head Skins.—Fully 25 per cent of the production in one plant was going to the grease tank because of the cost of cleaning. This could have been taken care of more easily had the dehairing machine been in condition.

The difference in price of lard and grease would warrant that the skins be fatted before sending to grease tank.

Making Temples.—This operation, unless performed very carefully, will leave excess meat on the heads. Temple meat is extra lean, and is considered the best of head meat.

If you want to know what you will make by saving the various by-products, figure it out.

Figure the cost of the extra labor added to the raw material price.

Then figure the price you could get from the material, and the difference is your saving!

Yours truly,

THE FOREMAN.

(EDITOR'S NOTE. In his next letter "The Foreman" will tell about some other things he saw on the hog-cutting floor of a packing plant. It will appear in an early issue.)

To Make Puff Paste

A margarine manufacturer in the East writes as follows:

Editor The National Provisioner:

Will you kindly furnish us formula for puff paste, which we understand is used extensively by bakers?

Puff paste is a product of the margarine manufacturer to fill special requirements of the pastry bakeries. It might be termed a "hard butterine," or a "hard compound finished as butterine."

The product is made principally of oleo stearine and cottonseed oil, with slight variations of other materials such as peanut oil, small amounts of cocoanut oil, oleo oil, etc., as circumstances will permit and quality demand. All products must be of highest standard for best quality. Hydrogenated oils do not give the same results as oleo stearine, but can be used sparingly with judgment.

Usual formulas for the churn are from 36 to 38 per cent oleo stearine in winter to 40 to 45 per cent oleo stearine in summer; the balance cottonseed oil.

The treatment is similar to that of butterine, in general using higher temperatures, mixing around 160 degrees F., churning around 140 degrees F., and tempering 70 to 80 degrees F.

Most manufacturers use milk; some use only water. Less salt is used than in butterine, and less water in the finished goods.

Some manufacturers color the product, and various names are given, such as puff paste, pastry butter, bakery butter, etc.

The product is used for the puff pastry type of bakery goods, such as cream puffs, etc. It has an inherent property of producing these light puffy pastries not found in other shortenings, and acts somewhat the same as a small amount of yeast. Its use is becoming more universal for this class of bakery goods.

Puff paste is put up in pails and tubs of 30 to 60 lbs. (28 to 56 abroad), and comes under the usual legal regulations of margarine products.

What is the proper temperature for scalding hogs and how may it be maintained? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Casings handled on my Sales and Service combination bring maximum profits

This service includes expert advice on manufacturing methods

Leading Packers are satisfied clients

Write for particulars

ROY L. NEELY

Broker of Casings Exclusively
602 Webster Bldg. Chicago, Ill.
Cable address "ROLESNELY"

Test It In Your Own Laboratory

We invite your test of SHORT'S SAUSAGE BINDER against the sausage flour you are now using.

Short's Sausage Binder has high absorption and long retention.

It is processed against fermentation. Uniform quality is maintained by laboratory supervision.

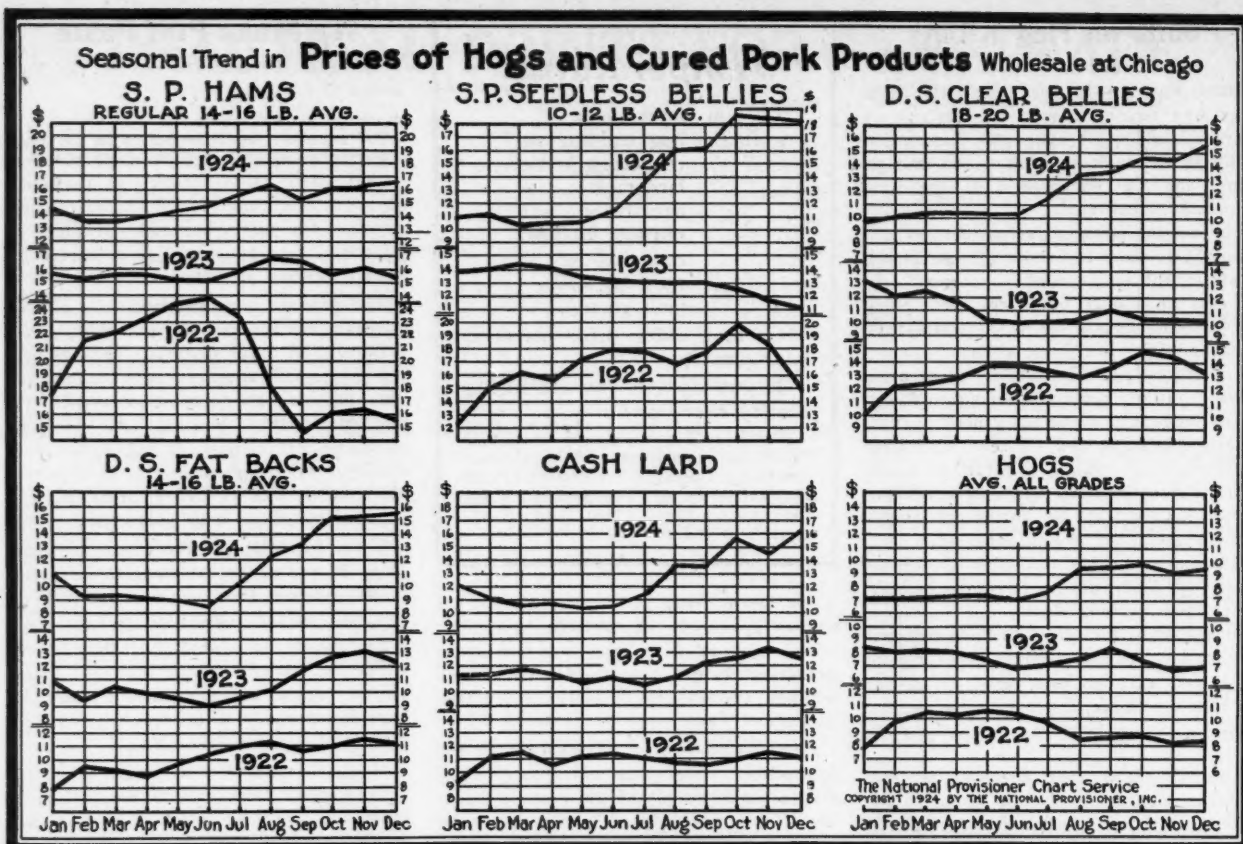
Try Short's in your plant. Order a trial shipment now.

J. R. Short Milling Company

38th and Wall Streets, Chicago



"Buy Direct From the Mill"



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows prices of cured pork products wholesale, and live hogs at Chicago, for the year 1924, in comparison with the two years previous.

Prices of cured hams and bellies have been out of proportion to those of the green products.

S. P. ham prices have shown a slight upward trend in the past few months, but reports of stocks on hand the first of January, which showed an increase for December of 18,000,000 pounds, standing 4,000,000 pounds above those of a year ago, have taken the sharp edge off of this market.

The continuing demand for green bellies has had its effect on the cured product. While S. P. bellies have moved through regular distributive channels to a smokehouse outlet, sales generally have been made under the price of green bellies. This is one of the things that has made the market of recent weeks termed "flighty in the head."

Stocks of fully cured D. S. bellies are very limited, practically all stocks on hand being of shipping age only. Southern demand for this product is exceptionally good. The situation is such that many of the smaller packers, both in Chicago and the Southwest, have been buyers rather than sellers of D. S. bellies.

The trend of prices of D. S. fat backs has been upward since early summer. The production of the medium and heavy averages is light and the demand is sufficient to absorb the offerings rapidly. Stocks of the extreme light averages, however, have been increasing rapidly, due to large production and limited demand.

Cash lard prices turned sharply upward during the last month of the year, influenced in large measure by speculative buying and the expectation of a shortage in the hog run as well as a good European demand. With the realization of neither of these expectations, and the rapid accumulation of stocks, prices have declined since the first of the year.

Both hog runs and prices have kept to an unexpectedly high level. Since the close of the year there has been no decline in receipts of hogs in spite of all predictions to that effect. Prices have shown some fluctuation from day to day but have held consistently high.

With the exception of lard, provisions show less accumulation than they did a year ago. The export outlet has been slower. It is evident, therefore, that consumer demand in this country is even better than it was in the closing months of 1923, and the early part of 1924.

PROVISIONS AT 7 MARKETS.

Stocks of provisions at Chicago, Kansas City, Milwaukee, Omaha, St. Joseph, St. Louis and East St. Louis on January 1, 1925, are reported as follows, with comparisons:

	Jan. 1, '25.	Dec. 1, '24.	Jan. 1, '24.
Total D. S. meats, lbs.	39,800,000	26,243,000	50,061,000
Total S. P. meats, lbs.	185,065,000	121,477,000	191,997,000
Total cut meats, lbs.	240,615,000	161,662,000	274,671,000
Lard, lbs.	31,539,000	18,596,000	18,931,000
D. S. bellies, lbs.	25,447,000	20,374,000	34,410,000
S. P. bellies, lbs.	31,201,000	19,200,000	38,628,000
S. P. hams, lbs.	75,122,000	46,980,000	74,109,000
S. P. skinned hams, lbs.	33,952,000	44,905,000	56,276,000
S. P. picnics, lbs.	23,325,000	9,800,000	21,860,000
Fat backs, lbs.	4,539,000	1,890,000	9,104,000

BRITISH MARKET FIRMER.

The Liverpool provision market for the week ending January 3, 1925, had become much firmer, says Trade Commissioner E. C. Squire in his weekly cable of January 4th to the Department of Commerce. There was more business in Cumberlands at 86 to 92 shillings per cwt. and some heavier at 96, than in other products. This represents a rise in price range from the previous week of two shillings per hundredweight.

Bellies from a nominal price of 116 shillings per cwt. for the week previous dropped to 114 shillings for actual sales.

Picnics continued firm at 70 shillings while hams in sympathy with the general tone of the market rose from a range of 94 to 98 the week previous to a spread of 104 to 108 shillings per cwt.

Lard was steady at 85 shillings. Stocks of bacon have increased whereas stocks of hams have been reduced. New cured hams especially are scarce. Lard stocks are unchanged.

LARD AND GREASE EXPORTS.

Exports of lard from New York, January 1 to January 7, were 15,998,932 lbs.; tallow, none; greases, none; stearine, none.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Violent Price Changes—Speculative Liquidation Active—Stocks Larger—Hogs Comparatively Steady.

Further sharp declines in product values took place the past week with prices down about 2c a pound on lard from the recent high level, while ribs were down about the same. This violent reaction in prices seemed to be partly due to an overbought market, and the rush to liquidate met with very little resistance.

The increase in lard stocks at Chicago as well as other points had a good deal of influence, while there was also an increase in the stocks of meats at leading points of accumulation. The fact that the movement of live hogs did not bring any marked selling pressure into the hog market was a steadying factor in the situation.

A Peculiar Position.

The position of the market as comparing product with hogs is certainly very peculiar. The latter part of December when lard and meats were at the high point, hogs were about 1/2c a pound under the high point of hogs. Hogs continued to advance while product declined very rapidly and the price relation was distinctly changed.

The position as to product supplies is interesting. The stocks of product at Chicago showed an increase of 9,000,000 lbs. of regular lard, and about 2,000,000 lbs. of other lard, with the grand total about 11,400,000 lbs. more than the corresponding time last year.

At six points the increase in lard was about 15,000,000 lbs. for the month, and the increase in meat stocks 88,000,000 lbs. over the Dec. 1st total, and the total now is only 25,000,000 lbs. of meats less than last year, while the stock of lard is 14,000,000 lbs. in excess of last year.

Stocks at Six Markets

The comparative figures at the leading points follow:

	Jan 1, 1925.	Jan. 1, 1924
Mess pork, brls.	1,418	2,798
Other pork, brls.	21,724	31,008
P. S. lard, lbs.	19,908,816	9,176,997
Other lard, lbs.	11,630,960	7,754,253
Short rib sides, lbs.	3,567,333	1,354,061
Ex. Sh. Cl. sides, lbs.	1,101,712	734,624
Sh. clear sides, lbs.	1,061,291	1,860,226
Ex. Sh. rib sides, lbs.	6,300	55,368
Short P. backs, lbs.	4,539,029	9,163,857
D. S. shoulders, lbs.	4,057,020	2,282,858
D. S. bellies, lbs.	25,446,888	34,410,413
S. P. hams, lbs.	75,122,193	74,169,412
S. P. skinned hams, lbs.	53,951,006	56,276,093
S. P. picnic, lbs.	23,325,146	21,860,348
S. P. shoulders, lbs.	1,454,536	1,062,964
S. P. bellies, lbs.	31,201,244	38,628,152
Other meats, lbs.	24,761,734	32,612,639
Total meats, lbs.	249,616,057	274,671,015

A statement on the total production of meats the past year as given out by the Institute of American Meat Packers shows a total production of 22,000,000,000 lbs. with a per capita consumption of about 167 lbs. during the year. The statement shows that prices realized for livestock during the year were higher on the average than 1923, and substantially higher than 1913. Substantially higher prices for product also followed, as a result of the higher price of hogs and the higher labor cost compared with 1913.

Export Movement Declining.

The export movement of lard and meats is showing some decrease which is reflected in the weekly shipments. Lard shipments for the past week were 9,000,000

lbs. less than last year and meats 10,000,000 lbs. less. The decrease in the export movement for the year is promising rather liberal totals. The figures for the year to near the end of December point to approximately a decrease of 100,000,000 lbs. in the shipments of lard and quite a decrease in the total of meats.

Under these circumstances the trade is beginning to speculate a little on what will be the effect on the export movement the coming year if prices are maintained around the current levels. Apparently the price which has been prevailing is beginning to affect the export movement moderately. But the figures that are available for ten months on the domestic distribution indicate a gain fully equal to decrease in the export movement and whatever saving there has been in supplies through decrease in exports, has been taken up by the increase in domestic trade.

The figures do not seem to indicate that the domestic prices have reached a point where the consumption is being influenced. This is partly due to the fact that there is very general employment and good wages which is making for liberal consumption, while the high prices for other farm products is making a large buying power for manufactured articles, and tending to keep employment general.

Hog-Corn Ratio Fairly Good.

The relation of hogs and feedstuffs has been improved by the gain in the price of hogs, although the theoretical relation is still out of line, but with the larger quantity of low grade corn this year it is quite possible that the relation between

hogs and corn is not as unfavorable as seems to show on the face. The lower grades of corn are selling only a little above the apparent parity of live hogs, and it is undoubtedly a fact that the country is feeding the inferior grades of corn and marketing them in the shape of livestock.

A study of prices for the past year shows that the prevailing prices at the close of the year were about 4c a pound on lard above last year, ribs from 4 to 5c a pound, and pork from \$8 to \$9 a barrel higher than last year. At the close of the year, live hogs were just about \$3 a hundred over the quotations of a year ago so that the higher prices for hogs justified the higher prices for product. On the basis of the December prices, product dropped the first week in January to a figure about 2c a pound under the high level of December, the drop culminating the early part of this week, while hogs showed only a moderate decline.

Hog receipts are not quite as heavy as they were, which is possibly one of the factors in the maintenance of the high level of hog prices. The weather conditions have also been against the country movement of hogs. There is beginning to be a great deal of speculation in the trade as to the possible showing of the Government statement on the number of hogs in the country to be issued a little later this month. With the hog marketing this last year only a little under last year, the question has been one of breeding and the reports have very generally indicated that there has been a distinct decrease in breeding due to the high feeding costs. If the Government figures show however, that this theory is misplaced, the resulting influence on prices might be quite pronounced.

PORK—Market irregular, demand fair. Mess New York quoted \$34@35; family, \$33@34; short clears, \$38@42. At Chicago mess pork quoted \$31.50.

LARD—Market very irregular, domestic trade fair, export demand showing little improvement. At New York prime western quoted 16.60@16.70c; middle western, 16.40@16.50c; City, 16 1/4c; refined, continent, 16 1/4c; South America, 17 1/4c; Brazil kegs, 18 1/4c; compound, 14c.

At Chicago regular lard in round lots Jan. price: loose lard .85 under Jan.; leaf lard 1.25 under Jan.

BEEF—The market was quiet but steady with mess at New York \$17@18; packet, \$17@18; family, \$20@22; extra India mess, \$34@36; No. 1 canned corned beef, \$2.75, No. 2 6 lbs., \$17.50; pickled tongues, \$55@65, nominal.

SEE PAGE 39 FOR LATER MARKETS.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending January 3, 1925, with comparisons as follows:

	Week ending Jan. 3.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	7,037 1/2	5,831	6,445
Cows, carcasses	1,321 1/2	1,376	1,169
Bulls, carcasses	165	177	166
Veal, carcasses	9,787	11,317	10,149
Hogs and pigs	216	259	1,439
Lambs, carcasses	18,140	17,544	17,520
Mutton, carcasses	4,233	4,369	3,493
Beef cuts, lbs.	119,894	79,005	107,500
Pork, cuts, lbs.	1,304,929	1,172,110	1,408,718
Local slaughters:			
Cattle	11,829	11,243	9,411
Calves	15,646	17,574	10,808
Hogs	70,610	71,207	58,962
Sheep	47,213	54,903	39,957

Daily Market Service

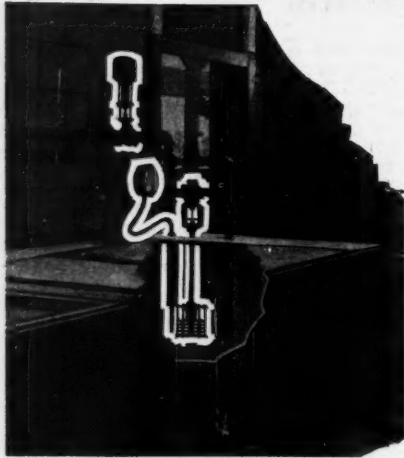
The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER'S trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.

Bigger Profits for Ham Boilers



• Powers Temperature Regulator and Dial Thermometer applied to a Ham Cooking Vat.

Here's an automatic temperature regulator that will stop SHRINKAGE of your hams in cooking. It ACCURATELY keeps the water at whatever temperature you want. It is self-operating. Needs no compressed air or complicated piping. It is EASY TO INSTALL and gives years of accurate, dependable service.

One large ham boiler reports:

"Before using your device, three men took care of our battery of ham cooking vats. No matter how careful they were, the temperature of the water often went too high, which shrunk the hams; and when the temperature got too low, the Flavor, Keeping Quality and Appearance of the hams was spoiled. Your automatic temperature regulators have turned these losses into EXTRA PROFITS. One man now handles this work. We figure saving of shrinkage alone pays cost of your regulators several times a year, to say nothing of the steam saved in heating and the splendid appearance and uniform quality of our hams."

Why not get your share of the Bigger Profits that come from using Powers Regulators on your Ham Cooking Vats?

WRITE FOR FREE TEST OFFER

Without obligation on your part, we will send particulars of our 30-day free trial offer and prices. Write your name and address in the margin of this page, and mail it to us—or write us a letter. There is a big saving to be made, without a big investment.

THE POWERS REGULATOR CO.

33 Years of Specialization in
Automatic Temperature Control.
2725 Greenview Ave., Chicago
New York Boston Kansas City Toronto
And 30 other offices. See your telephone directory
(3034)

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending January 3, 1925, are reported by the U. S. Department of Commerce as follows:

	Week ending Jan. 5, '24			
	Jan. 3, 1925	Dec. 27, 1924	Dec. 20, 1924	to Jan. 3, 1925*
	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds
Hams and Shoulders, Including Wiltshires.				
Total	2,595	1,469	1,908	127,307
To Belgium	25	25	6,429	
Germany	25	25	359	
Netherlands	25	25	1,540	
United Kingdom	2,266	1,181	1,420	103,638
Other Europe	25	25	1,250	
Canada	131	67	218	3,215
Cuba	238	185	153	7,364
Other countries	36	2	58	3,512

Bacon, Including Cumberlands.			
Total	4,538	6,430	3,478
To Belgium	482	281	5,837
Germany	426	91	1,742
Netherlands	218	82	7,037
United Kingdom	3,061	5,872	2,487
Other Europe	295	144	626
Canada	20	36	1,637
Cuba	36	2	10
Other countries	4	4	161

Lard.			
Total	19,227	15,789	18,020
To Belgium	174	578	404
Germany	9,106	8,099	4,055
Netherlands	2,491	2,163	31,782
United Kingdom	4,979	3,791	4,449
Other Europe	875	555	4,578
Canada	115	235	5,537
Cuba	1,599	2,281	1,217
Other countries	3	370	319

Pickled Pork.			
Total	197	250	53
To Belgium	117	159	383
Germany	59	59	1,775
Netherlands	29	3	1,279
United Kingdom	00	40	2,526
Other Europe	00	22	3
Canada	100	40	2
Cuba	22	3	5,204
Other countries	42	2	

WEEK ENDING JANUARY 3, 1925.			
	Hams and shoulders M pounds	Bacon M pounds	Lard M pounds
Boston	51	38	1,038
Detroit	340	625	224
Port Huron	60	28	80
Key West	258	36	1,580
New Orleans	98	2,963	15,583
New York	876	691	22
Philadelphia	1,788		
Portland, Me.			

* Revised to November 30, including exports from all ports.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending January 3, 1925:

	Week ending Jan. 3, 1925	Previous week	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,295	1,908	2,036
Cows, carcasses	822	920	700
Bulls, carcasses	178	248	136
Veals, carcasses	1,487	1,751	1,591
Lambs, carcasses	6,399	7,119	5,251
Mutton, carcasses	1,237	1,618	1,137
Pork, lbs.	411,185	393,018	507,009
Local slaughters:			
Cattle	2,021	702	2,228
Calves	1,925	1,753	2,133
Hogs	22,386	21,446	25,729
Sheep	4,855	5,084	4,820

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending January 3, 1925, with comparisons:

	Week ending Jan. 3, 1925	Previous week	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	1,274	1,896	1,829
Cows, carcasses	1,181	1,461	1,518
Bulls, carcasses	41	38	66
Veals, carcasses	1,122	1,219	837
Lambs, carcasses	7,153	10,878	11,250
Mutton, carcasses	232	396	455
Pork, lbs.	617,943	683,734	226,258
Local slaughters:			
Cattle	1,890	1,852	1,853
Calves	1,535	1,505	2,517
Hogs	34,625	35,181	19,885
Sheep	4,308	2,650	4,237

HETZEL'S NEW CALENDAR.

A handsome calendar for 1925 has recently been distributed by Hetzel & Co., Chicago packers. It is extra large and is well done in full colors. The figures on the date pads are large and easily read. The picture shows one of Hetzel's big yellow trucks backed up to a loading dock while in the background another is unloading into an ocean liner. The company's Holly brand is prominently featured.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, January 8, 1925, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$18.00@20.00	\$15.50@14.00	\$18.00@22.00	\$19.00@21.50
Good	16.00@18.00	14.00@15.00	14.00@17.00	14.00@17.00
Medium	12.50@14.50	12.50@13.50	11.00@13.00	12.00@14.00
Common	9.50@12.00	11.00@12.00	10.00@11.00	
COWS:				
Good	11.00@13.00	10.50@11.00	11.00@12.00	11.00@12.00
Medium	9.00@11.00	9.50@10.00	10.00@11.00	10.00@11.00
Common	7.00@8.00	8.50@9.00	8.00@10.00	9.00@10.00
BULLS:				
Good	8.50@9.00		9.00@10.00	
Medium	8.00@8.50		7.00@8.00	
Common				
Fresh Veal—				
Choice	17.00@18.00		22.00@25.00	23.00@25.00
Good	14.00@16.00		20.00@22.00	21.00@22.00
Medium	11.00@14.00	13.00@15.00	17.00@20.00	
Common	8.00@11.00	11.00@13.00	11.00@16.00	
Fresh Lamb and Mutton—				
LAMB:				
Choice	27.00@28.00	29.00@30.00	30.00@31.00	31.00@32.00
Good	25.00@26.00	28.00@29.00	28.00@30.00	29.00@30.00
Medium	23.00@25.00	26.00@27.00	27.00@28.00	
Common	20.00@22.00		26.00@27.00	
MUTTON:				
Good	13.00@15.00	15.00@17.00	16.00@18.00	19.00@20.00
Medium	11.00@13.00	13.00@15.00	15.00@17.00	18.00@19.00
Common	9.00@11.00	11.00@13.00	12.00@14.00	
Fresh Pork Cuts—				
LOINS:				
3-10 lb. average	16.00@17.00	19.00@20.50	18.00@20.00	18.00@21.00
10-12 lb. average	15.50@16.00	19.00@20.50	18.00@19.00	18.00@20.00
12-14 lb. average	15.00@15.50	18.50@19.00	17.50@18.50	17.50@19.00
14-16 lb. average	14.00@15.00	18.00@19.00	17.00@18.00	
16 lbs. over	13.00@14.00	17.00@18.00	16.00@17.00	17.00@18.00
SHOULDERS:				
Skinless	13.00@14.00		14.00@16.00	14.00@15.00
PICNICS:				
4-6 lb. average	12.00@13.00	14.00@14.50	12.50@13.50	13.00@14.00
6-8 lb. average		13.50@14.00	12.00@13.00	12.50@13.00
BUTTS:				
Boston style	15.00@16.50		17.00@19.00	17.00@19.00

* Veal prices include "hide on" at Chicago and New York.

PLIES.
nts and
eral in-
officially
ending

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week developed considerable weakness with the heavier tone for a time in other directions, and under increased pressure and liquidation. Extra New York sold at 10 $\frac{3}{4}$ c, followed by sales of 200,000 lbs. at 10 $\frac{1}{2}$ c, and later by sales of 100 drums at 10 $\frac{1}{4}$ c, the latter representing a decline of $\frac{3}{4}$ c per lb. from last week's high levels.

Consumers showed more interest on the decline but appeared to be buying only on concessions. The market was more or less confused for a time, but on the break there was less pressure to sell as the market had worked to a safer discount under possible competition from cottonseed oil. At New York special was quoted at 10 $\frac{1}{2}$ c, extra 10 $\frac{1}{4}$ c and edible 11@11 $\frac{1}{4}$ c.

At Chicago the market was firm the early part of the week with unsold stocks limited. Later there was a tendency to weaken with the action in the east. At Chicago edible and city fancy tallow were held at 11c; prime packer. 10 $\frac{1}{2}$ c, some asking 10 $\frac{3}{4}$ c; No. 1 grade, 9 $\frac{3}{4}$ @10c; No. 2, 9@9 $\frac{1}{4}$ c.

At the London Auction on January 7 some 997 casks were offered of which 759 were sold, mutton being quoted at 54/3 to 56/-; beef 52/-, and good mixed at 52/6. At Liverpool Australian tallow was unchanged for the week with fine at 50/3 and good mixed 49/1 $\frac{1}{2}$.

STEARINE—The market the past week was barely steady with the tendency easier, with moderate sales at 11 $\frac{3}{4}$ c New York, followed by sales at 11 $\frac{1}{2}$ c, and with that figure asked. Demand was fair on the declines. At Chicago the market was rather quiet with oleo listed at 11 $\frac{3}{4}$ c.

OLEO OIL—The market was very quiet and barely steady, with extra New York 15 $\frac{3}{4}$ c, medium 14c, and lower grades 14 $\frac{1}{2}$ c nominal. At Chicago trade was rather quiet with offerings moderate, and extra quoted at 15 $\frac{1}{4}$ c.

SEE PAGE 30 FOR LATER MARKETS.

LARD OIL—An easier trend was in evidence, following the slump in raw materials and the setback tended to bring about a holding off attitude on the part of consumers. At New York extra quoted 19@19 $\frac{1}{4}$ c; extra winter, 17 $\frac{1}{4}$ c; extra, 15 $\frac{3}{4}$ c; extra No. 1, 14 $\frac{1}{4}$ c; No. 1, 13 $\frac{3}{4}$ c; No. 2, 13 $\frac{1}{4}$ c.

NEATSFOT OIL—While a better inquiry was in evidence, inactivity was still reported, with buyers and sellers apart in their ideas. At New York pure was quoted at 15 $\frac{3}{4}$ c; extra, 14 $\frac{1}{4}$ c; No. 1, 13 $\frac{3}{4}$ c, and cold pressed, 18 $\frac{1}{4}$ @19c.

GREASES—A weaker tone developed in the grease market the past week with demand more limited, and with consumers impressed by a break of a half cent in tallow from last week's high point. In some quarters a little more interest was reported, but in most quarters demand was reported poor, and it was said that choice white grease could be bought a cent a pound under last week's level at New York.

Increased offerings were in evidence on the decline, and the reactionary tendency in other commodities tended to bring about a holding off attitude. At New York yellow was quoted at 9 $\frac{1}{2}$ @10c; choice house, 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c; A White, 10 $\frac{3}{4}$ c; B White, 10 $\frac{1}{4}$ @10 $\frac{1}{2}$ c; while choice white was quoted at 13 $\frac{1}{4}$ c, with intimations that firm bids at 13c would most likely result in business.

Chicago reported choice white grease firm at 12 $\frac{1}{2}$ @12 $\frac{3}{4}$ c, but reported trade rather quiet. A White was listed at 10 $\frac{3}{4}$ @11 $\frac{1}{4}$ c, B White at 10@10 $\frac{1}{2}$ c; yellow, 9 $\frac{1}{4}$ @10c, depending on quality; house, 9@9 $\frac{1}{2}$ c; and brown, 8 $\frac{1}{2}$ c, recently paid.

Packinghouse By-Products

Blood.

Chicago, January 8, 1925.

The blood market is quiet. Very little buying interest is shown.

Unit ammonia.

Ground \$3.50@3.60
Crushed and unground 3.30@3.50

Digester Hog Tankage Materials.

This market is a little easier. Fancy material testing about 12 per cent, sold at \$3.40, which is 10c per unit under last paid. More material offered at the same price.

Unit ammonia.

Ground, 10 to 12%, ammonia \$3.50@3.75
Unground, 11 to 13%, ammonia 3.25@3.50
Unground, 7 to 10%, ammonia 2.75@3.15

Fertilizer Tankage Materials.

The fertilizer tankage materials market is about steady. There is a fair demand as the fertilizer season approaches.

Unit ammonia.

High grade, ground, 10-12%, ammonia \$2.90@3.00
Lower grade, ground, 6-9%, ammonia 2.60@2.90
Medium to high grade, unground 2.60@2.70
Lower grade, unground 2.00@2.40
Hoof meal 2.90@3.00
Grinding hoofs, pigs toes, dry 27.00@33.00

Bone Meals.

This market is quiet and easy. Offerings are free, but there is not much buying interest.

Per ton.

Raw bone, meal \$28.00@30.00
Steam, ground 20.00@22.00
Steam, unground 15.00@17.00

Cracklings.

The cracklings market is rather quiet. Sales have been reported of hard pressed beef cracklings at 85c, Chicago, with buyers inclined to reduce their ideas.

Per ton.

Pork, according to grease and quality \$50.00@70.00
Beef, according to grease and quality 30.00@45.00

Bones, Horns and Hoofs.

This market is about the same. There is a fair demand for hoofs, though they are not as strong as they were. Manufacturing bones are quiet.

Horns, unassorted \$ 75.00@200.00
Culls 30.00@32.00
Hoofs, unassorted 30.00@33.00
Round shin bones, unassorted 47.50@52.50
Flat shin bones, unassorted 37.50@42.50
Trib bones, unassorted 50.00@55.00
(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

The market on jaws, skulls and knuckles is \$31.00 last paid. Junk bones are around \$25.00@26.00. There is a fair demand and the market is strong.

Per ton.

Calft stock \$28.00@29.50
Edible pig skin strips 40.00@100.00
Rejected manufacturing bones 33.00@35.00
Horn piths 23.00@25.00
Cattle jaws, skulls and knuckles 30.00@31.00
Junk and hotel kitchen bones 25.00@26.00
Sinews, pizzles and hide trimmings 21.00@23.00

Animal Hair.

There is a good market for hog hair at the present time.

Coll dried, lb. 3 @ 3 $\frac{1}{2}$ c
Processed, lb. 6 @ 6
Dried 9 $\frac{1}{4}$ @12c
Cattle switches (110 to 100) each 2 $\frac{1}{2}$ @ 4
Horse tails, each 55 @ 60c
Horse mane hair, green, lb. 12 @ 13c
Unwashed dry horse mane hair, lb. 20 @ 22c
Pulled horse tail hair, lb. 55 @ 60c

Pig Skin Strips.

Prices are about steady to strong, sales of No. 1 tanner grades mostly a shade better than 5c, per lb. basis, Chicago.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, January 7, 1925.—Ground tankage has been in demand this week and local producers are pretty well sold up for January shipment. Only a limited quantity is for sale at around \$3.42 $\frac{1}{2}$ and 10c f.o.b. New York. Unground tankage is in just the opposite position; offerings are plentiful and buyers are hard to locate except at very low prices. And the spread in price between ground and unground is much greater at present than usual.

Trading in other fertilizer materials is rather light at present. Nitrate of soda has advanced considerable of late due, to the rise in foreign exchange, but bidding is light.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 7, 1925.—Latest quotations in chemicals and soapmakers' supplies:

Six per cent caustic soda, \$3.76@3.91 per cwt.; 98% powdered caustic soda, \$4.16@4.56 per cwt.; 58% carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in casks of 2,000 lbs., 10 $\frac{1}{4}$ c lb.; olive oil foots, 10c lb.; East India Cochin coconut oil, 17c lb.; Cochin grade coconut oil, domestic, 12 $\frac{1}{4}$ c lb.; Ceylon grade coconut oil, 11 $\frac{3}{4}$ c lb.

Prime summer yellow cottonseed oil, 13@13 $\frac{1}{4}$ c lb.; soya bean oil, 14 $\frac{1}{2}$ c lb.; red oil, 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c lb.

Extra tallow, f.o.b. seller's plant, 10 $\frac{1}{2}$ c lb.; dynamite glycerine, nominal 18 $\frac{1}{4}$ c lb.; saponified glycerine, 13 $\frac{1}{2}$ @14c lb.; crude soap glycerine, 12 $\frac{1}{4}$ @12 $\frac{1}{2}$ c lb.; chemically pure glycerine, 19@19 $\frac{1}{2}$ c lb.; prime packers grease, 9 $\frac{3}{4}$ @10c lb.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner.)

New York, January 7, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 23-24c; green hams, 8-10 lbs., 22c; 10-12 lbs., 20c; 12-14 lbs., 19 $\frac{1}{2}$ c; green picnics, 4-6 lbs., 13-14c; 6-8 lbs., 12-13c; green clear bellies 6-8 lbs., 21c; 8-10 lbs., 21c; 10-12 lbs., 21c; 12-14 lbs., 20c; S.P. clear bellies, 6-8 lbs., 16 $\frac{1}{2}$ c; 8-10 lbs., 19c; 10-12 lbs., 18 $\frac{1}{2}$ c; 12-14 lbs., 18c; S.P. hams, 8-10 lbs., 19c; 10-12 lbs., 19c; 12-14 lbs., 18 $\frac{1}{2}$ c; 18-20 lbs., 22c; dressed hogs, 15 $\frac{1}{4}$ c; city steam lard, 16 $\frac{1}{4}$ c; compound, 14c.

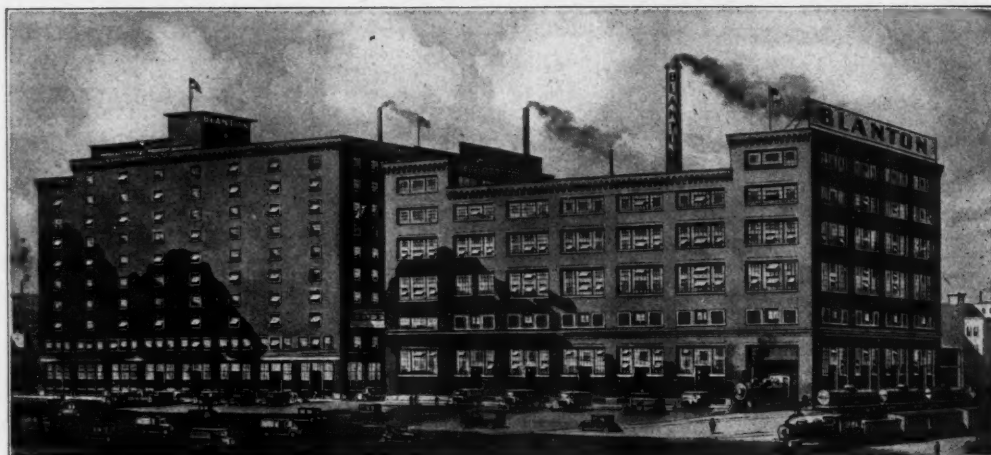
F. C. ROGERS
BROKER

Provisions

Philadelphia Office:
Ninth & Noble Streets

New York Office:
431 West 14th Street

THE BLANTON COMPANY St. Louis, U. S. A.



Manufacturers of

MARGARINES OF THE BETTER GRADES

WHOLESALE DEALERS:

Get Our Prices and Selling Plan

We Can Make Your Business More Profitable

MARKETING COTTONSEED.

Lehman Johnson, Ph.B., in Cotton Oil Press

The chief troubles relating to cottonseed, i.e., procuring from consumers the real value which lies in the seed, are largely mental. A series of "complexes" lies in the way without the removal of which the high latent value of a cottonseed crop cannot be obtained nor equitably distributed among the several factors which produce and market it.

The first and most important "complex" is that the cottonseed is a by-product of the cotton plant. It was once. It isn't now. The tradition persists and works great harm. Little need to argue it. There are two pounds of seed grown to every pound of cotton. The purpose of nature is to produce seed, not a fancy covering for the seed, however useful.

The marketing fiber is largely artificial, the product of breeding. The seed is the thing natural, improved, of course, in the breeding which the plant has received in working for better fiber.

Seed Most Important.

From the oil miller's standpoint the cotton plant is cultivated for the seed, and if he forgets this he does himself and his industry great injustice. That he does forget it and does little or nothing practically to increase or protect his supply of raw product is one of the strangest "complexes" of any industry. No use to argue that either.

What is the cottonseed crop? Is it the seed which has no world market like wheat, owing to its perishability, and no local market except to the oil mills? I

don't think so. If there were no flour mills we would still go on making bread. Each householder would purchase wheat just as they used to do and make his own flour and bread.

Flour mills are a convenience. That is all—not a necessity. But oil mills are a necessity. No householder could make the four products, cotton oil, cotton meal, cotton linters and cottonseed hulls, with any machinery that has been or likely ever to be invented for home use.

Four Products From Seed.

The crop, the cottonseed crop, is therefore these four products—oil, meal, linters and hulls—not the seed. Because the seed go through a comparatively simple machining process does not deprive the oil, meal, linters and hulls of their character as agricultural products any more than does passing seed cotton, cotton as it is picked, that is fiber and seed together, through the machining process of ginning, deprive cotton of its character as an agricultural product.

Here we get rid—or ought to—of another complex, the cotton grower's complex. He thinks he has marketed his crop when he has sold the seed to the oil mills. He hasn't.

It is the oil mill that does the marketing of the crop and is the farmer's economic agent in doing so. This extraordinary, foolish complex on the farmer's part prevents him from giving his powerful assistance in helping to market the real crop and he "passes the buck" to the oil mills to his own injury.

Oil Must be Refined.

Similarly the oil is not marketed when it is shipped away to the refiner in a tank car. Another instance of buck-passing and another injurious complex, for the oil miller who does not happen to be a

refiner as well—and 90 per cent are not—does little or nothing to stimulate the consumption of the oil except occasionally pass resolutions about it, which get nowhere.

The crude oil miller ought to get rid of this complex, not only to help the refiners in every effort to extend the markets and consumption of the oil, but to relieve the refiners of the necessity of marketing the entire oil crop by putting part of the oil in proper shape for local consumption, within the reach of the population surrounding the oil mill. It is an easy job to make a frying oil out of a fat which doesn't need to be melted before use, if the mills would only try under wise guidance and exercise the same care with the oil from beginning to end as a dairy does with milk.

Why Call It "Cottonseed Oil"?

Here, too, enters a little complex, of not much importance perhaps, but worth while from a marketing point. Oil millers and some refiners insist on calling the oil "cottonseed oil," as German and French millers do not, identifying it in the minds of the consumers, already suffering from the "by-product complex," with the seed instead of with cotton, about which there is no such injurious marketing complex. Every time he uses the words "cottonseed oil" the miller or refiner misses a bet, loses a chance favorably to advertise his product, possibly loses a potential customer.

The "complexes" relating to the meal and cake from cottonseed are too numerous and varied to treat except in a special article. Their removal, if it is in any way possible, would immediately set the industry on a paying basis, add more to the value of a ton of seed than could possibly be added in any other way, for while the fat of the cottonseed at least approximates the market value of other fats, the protein does not even begin to approximate the protein value of other cereals.

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Irregular—Bulge Follows Break— Sentiment Mixed—Trade Active—Cash Demand Quiet—Crude Easier.

The market for cottonseed oil futures on the New York Produce Exchange the past week continued rather active, but was more irregular, and prices, after dropping sharply under scattered selling and liquidation and showing losses of about a cent a pound from the season's high point, recovered .25 to .40 from the lows.

Again the past week the western commodity markets had considerable influence in oil, especially the drop of about two cents a pound in lard from the season's highs, but as the oil market had not advanced as fast as the western commodities, likewise the decline was not so severe in oil. On the break there was rather good support through cotton houses and refiners' brokers, which made for independent strength in oil for a time, and which tended to bring about the rally.

Long Interest Not Disturbed.

The large western long interest was not disturbed by the action of the market—in fact there was evidence of buying on the breaks for western account—and this, with the lack of hedging pressure, helped the market considerably. The May lard-oil spread, which at one time was about 5¼¢, narrowed to around 4¼¢, later widening to 4¾¢.

Conditions surrounding the market itself were not altogether favorable and this had a depressing effect, but a come-back in the western markets tended to restore bullish confidence somewhat, and also checked the selling pressure in oil.

The crude markets naturally eased under the break in futures, with sales in the southeast as low as 9¼¢, in the Valley at 9½¢, and in Texas at 9¾¢. But on the decline mill offerings dried up, and on the rally in futures, a little was offered at 9¾¢, with a disposition to hold for ten cents in parts of the southeast and Valley, and with Texas holding for 9½¢@9¾¢.

Cash demand for oil and compound continued slow, and from all reports the trade has not recovered as yet from the holiday

dullness. During the middle of the week there were well-defined reports of some improvement in compound trade, but refining interests said the demand was not general, and that, everything considered, compound was moving disappointingly slow.

Consumers' Stocks Said to be Heavy.

In some cash circles it was claimed that consumers had sufficient stocks to keep them going for at least another two weeks. Those with cash oil in store at New York reported a very inactive demand. Generally, expectations are that the Dec. distribution will range between 230,000 and 240,000 bbls. against 145,000 last year, and while it is early in the month as yet, one well-informed interest ventured the opinion that from the present outlook, Jan. will do well to go 210,000 to 220,000 bbls.

Deliveries on Jan. contracts thus far have been 6,100 bbls., with prospects for some small lots still to be delivered and this oil, it is believed, has increased the New York store stocks to the neighborhood of 10,000 bbls. The fact that this oil is being delivered at the discount for the nearbys would tend to confirm the reports of slow consuming trade and is a factor that has not been helping the market for many days past.

The increasing lard stocks, with no let-up in the hog run, and a slow cash lard demand, brought about liquidation in that commodity, and has led to a belief in some quarters that the Government had underestimated the country's hog supplies, although in bullish quarters the idea is still maintained that the present run of hogs will be at the expense of the movement later in the season.

The Government's yearly report on hogs is due somewhere about mid-January, and will be of extreme importance this season, and will undoubtedly influence the price level of fats for the next six months.

Sentiment Very Mixed.

Professional sentiment in oil is decidedly mixed. Distribution has not come up to expectations, but nevertheless some see good prospects for the last half of the year, and higher prices. One of the conservative but shrewd refining interests is of the belief that cotton oil at present is cheap, and that the prospects for the first half of 1925 are bright.

He contends that one cannot figure on the carry-over at 300,000 bbls., such as was experienced the past few years, the result of small crops, and that, in calcu-

lating supplies for the balance of this season, one must allow a normal carry-over of 600,000 bbls. He admits that there is plenty of oil in sight, but believes that it will all be wanted, and is satisfied that the fruits of the lard premiums are still to be experienced, and that compound will be called upon to satisfy the lard trade, for at least a few months.

This idea is not shared in all quarters, especially in some leading local circles, where the continued dullness in export lard trade is looked upon as forecasting sufficient lard for all domestic purposes, and where it is persistently pointed out that the lard premium has not resulted in a commensurate increasing distribution of cotton oil compared with the increase in production this season.

An unfavorable development for cotton oil the past week was the break of ¾¢ per lb. in tallow, to 10¼¢ for extra, New York, which further removed the possibility of oil going to the soap-kettle for the immediate future.

COCOANUT OIL—While no important price changes developed the past week, and offerings were limited, demand was dull and it was evident that the reaction in other commodities after the turn of the year, especially in cotton oil, lard and tallow, had taken the edge off coconut oil, for the time being at least.

Consumers were showing some interest but bids were reported well below the recent selling levels. At New York Ceylon barrels quoted 11½¢@11¾¢, tanks 10½¢@10¾¢; tanks Pacific coast 10¼¢@10½¢. Cochin, bbls., New York 12¢@12¼¢; edible bbls. New York 13¼¢@14¢.

SOYA BEAN OIL—Available supplies of this oil continue light, and offerings, especially for nearby shipment, are limited which makes for a continued firm undertone. Demand, however, has been moderate. At New York crude, bbls., quoted 13½¢; edible 13¾¢@14¢; tanks Pacific coast 13¾¢.

CORN OIL—Demand was less aggressive and the market slightly easier reflecting the setback in cotton oil, but offerings were limited, and rather firmly held. Demand for refined corn oil in the east was reported fair. At New York crude, barrels, quoted 12½¢@13¢; refined, bbls., 13½¢@13¾¢, cases \$13.88. Buyers' tanks, f.o.b. western mills, 10½¢.

PEANUT OIL—Conditions in this commodity continue more or less nominal and attract little or no interest.

PALM OIL—After showing strength at

ASPEGREN & CO., Inc.

Produce Exchange Bldg.

Distributors

NEW YORK CITY



Selling Agents for



Agents in Principal Eastern Cities

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va. The Gulf & Valley Cotton Oil Co., Ltd., New Orleans La.

the close of last week, an easier tone was in evidence this week owing to the reactionary tendency in tallow and some of the other competing oils. Offerings of palm oil from abroad were again firmly held, and supplies on the spot are limited. At New York Lagoes spot quoted 10c, shipment 9½c; Niger spot 9¼c, shipment 9c.

PALM KERNEL OIL—The market was rather quiet but very steady with interest limited. Casks, New York, quoted 10½@10¾c.

SESAME OIL—Spot supplies in the east continue light, and while more inquiry has been reported, the limited available supplies and the strength in cable offerings continue to check business. At New York edible bbls. quoted at 15½c.

COTTON OIL—Consuming demand reported as still slow, and the spot market has been easier, with the setback in futures. At New York refined, bbls., quoted 12@12½c, although it is more than likely that store oil taken in on contract delivery could be bought well below the quoted levels. Southeast and Valley crude, 9½@9¾c, Texas, 9½@9¾c.

COTTONSEED OIL—Market transactions:

Friday, January 2, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1130	a
Jan.	700	1150 1135	1135	a 1140
Feb.	200	1149 1145	1135	a 1150
Mar.	280	1160 1144	1145	a 1146
April	100	1185 1185	1165	a 1177
May	13000	1216 1182	1183	a 1184
June	200	1195 1195	1190	a 1199
July	2900	1237 1205	1204	a 1205
Aug.			1205	a 1220

Total sales, including switches, 22,100 P. Crude S. E. 10 Asked.

Saturday, January 3, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1125	a 1150
Jan.	300	1132 1125	1133	a 1135
Feb.			1133	a 1142
Mar.	2500	1144 1138	1143	a 1145
April			1165	a 1180
May	5400	1186 1179	1184	a 1186
June			1190	a 1205
July	9500	1205 1199	1204	a 1205
Aug.			1205	a 1225

Total sales, including switches, 17,700 P. Crude S. E. 9½-¾.

Monday, January 5, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100	a
Jan.	2600	1125 1106	1104	a 1110
Feb.			1105	a 1112
Mar.	6700	1130 1111	1111	a 1112
April	100	1125 1125	1120	a 1140
May	19100	1170 1141	1141	a 1142
June	400	1175 1172	1145	a 1160
July	8700	1195 1161	1161	a 1162
Aug.			1170	a 1175

Total size, including switches, 38,000 P. Crude S. E. 9¾ Asked.

Tuesday, January 6, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100	a 1150
Jan.	100	1102 1102	1120	a 1125
Feb.			1120	a 1135
Mar.	2400	1132 1110	1132	a 1135
April	300	1120 1120	1138	a 1160
May	11900	1165 1137	1164	a 1165
June			1170	a 1180
July	12700	1185 1154	1184	a 1185
Aug.			1190	a 1200

Total sales, including switches, 44,200 P. Crude S. E. 9¾-½.

Wednesday, January 7, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100	a
Jan.	400	1126 1120	1120	a 1122
Feb.			1120	a 1130
Mar.	1400	1143 1130	1133	a 1135
April	300	1155 1150	1150	a 1155
May	11200	1175 1163	1165	a 1166
June			1170	a 1185
July	6200	1196 1187	1186	a 1188
Aug.			1190	a 1210

Total sales, including switches, 19,900 P. Crude S. E. 9¾-½.

Thursday, January 8, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1115	a
Jan.		1120 1118	1117	a 1119
Feb.			1118	a 1126
Mar.		1131 1126	1126	a 1128
April		1145 1145	1147	a 1149
May		1168 1160	1160	a 1162
June			1170	a 1180
July		1192 1184	1185	a 1188
Aug.			1190	a 1210

SEE PAGE 39 FOR LATER MARKETS.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, January 1 to January 7, none.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 8, 1925.—Decline in crude and refined oil resulted in few sales; strong reaction yesterday, mills in all directions again holding for 10c; inquiries numerous. Thirty-six per cent meal, \$37.75; 41 per cent meal, \$40.50; 43 per cent meal, \$42.50; loose hulls, \$10.50; sacked hulls, \$14.50, all delivered New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 8, 1925.—Prime cotton seed delivered Dallas, \$42.00; prime crude cotton seed oil, f.o.b. Dallas, 9½@9¾c; 43% cracked cake and meal, f.o.b. Dallas, \$49.00; hulls, \$7.50; mill run linters, 3@6c; snapped and bollies, \$32.00@37.00, depending on quality. Markets quiet, rising temperature.

AUCTION

ON Tuesday, January 20, 1925, at 11:00 a. m., at 541-555 West Randolph St., Chicago, we will sell at public auction the entire equipment of

Wm. J. Moxley, Inc.

margarin churners, consisting of:

**Cream Ripeners
Pasteurizer
Butter Workers
Butter Scales
Rendering Tanks
Water Sterilizers
Motors
Melting Tanks
Milk Pumps
Butter Print Machines
Settling Tanks
Ice Crusher
Box Trucks
Office Equipment, etc.**

Plant on exhibition any time prior to sale.

Descriptive circular on request.

All of the above will be sold in separate items or units.

Michael Tauber & Company
Auctioneers

317 So. Market St.,
CHICAGO

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

GEO. H. JACKLE

BROKER

40 Rector St., NEW YORK

**Tankage Blood
Liquid Stick Bones
Bone Meal Hoofs
Cracklings Horns**

Let Me Sell Your By-Products
for You.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Boreas, Prime Winter Yellow White Clover Cooking Oil
Venus, Prime Summer White Marigold Cooking Oil
Sterling, Prime Summer Yellow Jersey Butter Oil

Moonstar Coconut Oil

P&G Special (Hardened) Coconut Oil

General Offices:

Refineries: CINCINNATI, OHIO
PORT IVOY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA
Cable Address: "Procter"

HEEKIN CANS



Let Our Artists Design Your Can Labels

HEEKIN'S Lithographed Cans are the most attractive containers you can buy. For these cans are especially lithographed with your label in any design you choose.

If you have an idea for an illustration or an original color scheme, bring your ideas to us. We are in constant touch with the finest commercial artists, engravers and transfer

men in the country—men with many years' experience in display advertising work.

Lithographed labels cannot come off, they are a permanent and effective advertisement for you as long as the cans are in use.

There are Heekin Cans for every need. Write today for prices and complete information.

THE HEEKIN CAN CO.

6th, Culvert and New Streets

CINCINNATI, OHIO

THE CASING HOUSE

Pickled Beef Bladders for Sausage in Molds

In midseason it is difficult to obtain correct
size in quantities.

Anticipate your needs and get exactly
what you want.

BERTH. LEVI & Co., INC.
ESTABLISHED 1882

**NEW YORK
BUENOS AIRES**

**CHICAGO
HAMBURG**

**LONDON
WELLINGTON**

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products less active, rallying somewhat from recent lows, but irregular on upturns. Hog arrivals continue large, but hog market surprisingly steady. Demand for product slow, but New York cleared over 10,000,000 lbs. of lard today. Sentiment very mixed.

Cottonseed Oil.

Cottonseed oil market following other commodities. Prices about steady with smaller trade, showing a disposition to await developments. Many complaints of poor cash trade. Large commission houses on both sides. Southeast immediate crude sold at 9 3/4c; Valley and Texas, 9 1/2c nominal.

Quotations on cottonseed oil at Friday noon, were: January, \$11.10@11.25; February, \$11.12@11.30; March, \$11.33@11.36; April, \$11.45@11.58; May, \$11.66@11.68; June, \$11.75@11.85; July, \$11.88@11.90.

Tallow.

Jersey tallow sold at 10c, f.o.b. New York. Extra offered at 10 1/2c. Soap makers bidding 10c. Tallow declined full cent in week.

Oleo Oil and Stearine.

Stearine, oleo, 11 1/2c.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 9, 1925.—Spot lard at New York, prime western, \$16.60@16.70; middle western, \$16.40@16.50; city \$16.25; refined, continent, \$16.75; South American, \$17.75; Brazil kegs, \$18.75; compound, \$14.00.

Liverpool Provision Markets.

Liverpool, Jan. 9, 1925.—(By Cable)—Shoulders square, 80s; picnics, none; hams, long cut, 100s; hams, American cut, 107s; bacon, Cumberland cut, 86s; short backs, 93s; bellies, clear, 100s; Wiltshires, 90s; Canadian, 98s spot lard, 86s 6d.

Hull Oil Market.

Hull, England, Jan. 9, 1925.—(By Cable.)—Refined cottonseed oil, 52s; crude cottonseed oil, 47s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to January 9, 1925, show exports from that country were as follows: To England, 75,507 quarters; to the continent, 65,472 quarters; to other ports, none.

Exports for the previous week were: To England, 159,823 quarters; to the continent 93,644 quarters, to other ports, none.

GERMAN PROVISION MARKET.

Trading in lard at Hamburg during the week ending Jan. 3, 1925, was largely at \$40 per 100 kilos (220.46 pounds). Arrivals for the week were larger. Sales at present are quiet. The trade in interior Germany indicates a strengthening in fat backs with a somewhat better outlook in sight. Conditions in the oleo market are unchanged.

Lower prices for livestock during the holidays caused a falling off in receipts from those of the previous week. The receipts at twenty German markets for the week were as follows: Hogs, 42,000; cattle, 15,000.

The top Berlin price for live hogs for the week receded from 82 pfennings per half kilo (17.15 cents per pound) live weight to 75 pfennings per half kilo live weight or 15.7 cents per pound. This information was contained in the weekly cable of Trade Commissioner E. C. Squire to the Department of Commerce, dated Jan. 4, 1925.

1924 MEAT SUPPLIES.

Receipts of livestock at eight leading centers during December, 1924, with comparisons, were officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	335,607	72,763	1,436,029	410,389
St. Louis	94,243	25,623	448,520	30,071
Kansas City	204,885	41,005	344,183	106,425
Omaha	127,897	6,072	436,454	195,688
Sioux City	67,562	2,029	478,280	51,077
St. Joseph	46,298	7,731	235,823	79,177
Wichita	29,068	7,945	60,016	3,563
Denver	49,479	3,225	50,738	97,937
Total, Dec. '24	955,000	167,963	3,557,043	974,327
Total, Dec. '23	837,386	147,833	2,830,777	848,522

Receipts at eight leading centers for the 12 months of 1924, with comparisons, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	3,202,719	794,350	10,445,175	4,192,235
St. Louis	1,034,446	350,180	4,579,538	488,630
Kansas City	2,471,291	571,517	2,932,941	1,506,070
Omaha	1,758,824	103,622	8,978,288	2,844,421
Sioux City	797,935	37,806	3,732,178	309,584
St. Joseph	602,240	117,483	2,234,366	1,088,731
Wichita	310,002	78,962	733,541	85,851
Denver	571,703	58,050	569,038	2,039,690
Total, '24	10,740,369	2,112,570	26,203,065	12,616,212
Total, '23	10,735,953	2,083,449	26,308,207	12,470,006

Slaughters at seven points for December, 1924, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	216,677	62,141	1,022,788	250,183
Kansas City	118,983	29,951	241,094	73,650
Omaha	87,188	4,603	357,314	143,906
Sioux City	41,080	2,370	253,117	37,510
St. Joseph	30,096	7,253	242,482	60,206
Wichita	9,723	2,717	66,564	3,450
Denver	12,861	2,404	41,934	7,103
Total, Dec. '24	517,208	112,529	2,225,293	575,011
Total, Dec. '23	393,058	90,318	1,891,027	541,655

Slaughters at six leading centers for 1924, with comparisons, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	2,144,654	744,952	7,453,849	2,811,530
Kansas City	1,169,862	382,567	1,871,991	1,046,447
Omaha	1,041,635	62,068	3,111,748	1,602,604
Sioux City	368,993	35,200	2,226,051	192,861
St. Joseph	378,173	90,763	1,905,108	805,020
Denver	120,685	28,898	458,568	187,849
Total, '24	5,231,007	1,344,468	16,727,916	6,628,311
Total, '23	5,026,357	1,261,482	17,767,429	6,502,682

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending January 3, 1925, with comparisons:

	Week ended Jan. 3, 1925.	Week ended Jan. 3, 1924.	From Jan. 1, 1924, to Jan. 3, 1925.
United Kingdom	73	125	632
Continent	300	240	2,100
West Indies	115	...	412
B. N. A. Colonies .....	...	120	...
Total	488	365	3,264

	BACON AND HAMS, LBS.	From Jan. 1, 1924, to Jan. 3, 1925.
United Kingdom	8,738,450	91,286,210
Continent	1,470,500	12,088,200
Sth. and Ctl. Amer. ....	...	100,000
West Indies .....	...	31,500
B. N. A. Colonies .....	...	81,000
Other countries	20,000	445,000
Total	10,208,950	103,931,910

	LARD, LBS.	From Jan. 1, 1924, to Jan. 3, 1925.
United Kingdom	4,433,155	38,838,225
Continent	14,152,238	75,119,071
Sth. and Ctl. Amer.	70,000	872,288
West Indies	21,270	569,012
Other countries	17,000	25,104
Total	18,693,663	115,423,700

RECAPITULATION OF THE WEEK'S EXPORTS.

	From—	Pork, bbls.	Bacon and hams, lbs.	Lard lbs.
New York	373	3,000,950	15,582,663	...
Portland, Me. ....	...	2,063,000	390,000	...
Boston .....	...	3,280,000	2,383,000	...
Philadelphia .....	...	...	84,000	...
New Orleans	115	...	237,000	...
St. John, N. B. ....	...	10,208,950	18,696,663	...
Total week	488	5,936,000	13,298,971	...
Previous week	125	2,901,000	20,870,353	...
Cor. week, 1924	365	26,008,800	23,981,901	...
Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Jan. 3, 1925:				
1924-1925.				
Pork, lbs.	652,800	1,826,200	1,173,400	
Bacon & Hams, lbs.	103,931,910	185,968,775	81,836,885	
Lard, lbs.	115,423,700	160,079,909	44,656,269	

RECEIPTS AT CENTERS.

SATURDAY, JANUARY 3, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	12,000	7,000
Kansas City	400	8,000	300
Omaha	200	12,000	400
St. Louis	400	6,000	200
Sioux City	500	22,000	100
St. Paul	500	4,000	100
Oklahoma City	100	1,000	...
Fort Worth	800	1,900	...
Milwaukee .....	...	100	...
Denver	100	200	500
Louisville	100	500	100
Wichita	100	000	100
Indianapolis	200	11,000	100
Pittsburgh	100	4,000	1,000
Cincinnati	800	2,100	100
Buffalo	200	6,000	2,000
Cleveland	200	2,000	500
Nashville, Tenn. ....	...	400	...
Toronto	300	500	400

MONDAY, JANUARY 5, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	26,000	89,000	16,000
Kansas City	18,000	15,000	4,000
Omaha	10,000	22,000	10,500
St. Louis	7,500	25,000	1,500
St. Joseph	1,800	8,000	3,000
Sioux City	6,000	18,000	1,500
St. Paul	4,700	43,000	3,000
Oklahoma City	900	1,200	...
Fort Worth	6,500	4,500	...
Milwaukee	200	1,200	...
Denver	4,600	2,000	1,100
Louisville	2,000	1,700	400
Wichita	2,800	2,000	300
Indianapolis	1,200	10,000	200
Pittsburgh	1,500	12,000	4,000
Cincinnati	2,500	4,800	...
Buffalo	2,800	18,000	7,000
Cleveland	800	10,000	2,000
Nashville, Tenn.	300	1,500	...
Toronto	4,400	2,300	800

TUESDAY, JANUARY 6, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	18,000	76,000	10,000
Kansas City	12,000	14,000	5,000
Omaha	10,700	25,000	7,500
St. Louis	7,500	26,000	2,500
St. Joseph	3,500	12,000	4,000
Sioux City	3,500	28,000	1,500
St. Paul	3,000	28,000	1,500
Oklahoma City	500	2,000	...
Fort Worth	3,500	1,500	...
Milwaukee	800	3,500	400
Denver	1,500	4,000	4,400
Louisville	200	1,000	400
Wichita	1,000	900	200
Indianapolis	1,500	20,000	300
Pittsburgh	1,000	8,000	500
Cincinnati	500	5,400	200
Buffalo	200	2,500	1,000
Cleveland	200	3,000	800
Nashville, Tenn.	100	1,400	100
Toronto	800	1,000	200

WEDNESDAY, JANUARY 7, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	15,000	50,000	10,000
Kansas City	8,000	8,000	2,500
Omaha	9,000	19,000	9,500
St. Louis	4,000	21,000	1,500
St. Joseph	3,500	18,000	3,000
Sioux City	4,500	29,000	3,000
St. Paul	3,000	40,000	2,500
Oklahoma City	1,500	...	...
Fort Worth	4,500	2,000	300
Milwaukee	500	3,000	100
Denver	800	1,800	5,800
Louisville	200	1,700	400
Wichita	600	900	100
Indianapolis	1,000	12,000	200
Pittsburgh	100	3,000	100
Cincinnati	600	6,000	200
Buffalo	100	2,000	600
Cleveland	600	6,000	1,000
Nashville, Tenn.	100	1,500	100
Toronto	600	3,000	100

THURSDAY, JANUARY 8, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	64,000	18,000
Kansas City	4,500	9,000	400
Omaha	5,500	16,000	8,000
St. Louis	2,500	14,000	1,000
St. Joseph	2,000	8,500	2,000
Sioux City	3,000	8,500	2,000
St. Paul	2,800	30,000	1,000
Oklahoma City	500	1,000	...
Fort Worth	3,800	1,600	800
Milwaukee	600	4,000	200
Denver	1,100	2,500	8,700
Wichita	700	3,500	100
Indianapolis	1,000	10,000	200
Pittsburgh	50	5,500	500
Cincinnati	500	5,200	300
Buffalo	100	2,400	1,400
Cleveland	500	5,000	1,000

FRIDAY, JANUARY 9, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	50,000	14,000
Kansas City	1,400	6,000	3,000
Omaha	2,000	13,000	9,500
St. Louis	1,000	12,000	500
St. Joseph	2,000	3,500	3,500
Sioux City	1,800	20,000	1,500
St. Paul	900	2,200	...
Oklahoma City	2,600	1,400	200
Fort Worth	500	500	100
Milwaukee	200	500	100
Denver	500	600	9,300
Wichita	200	900	100
Indianapolis	1,000	11,000	200
Pittsburgh .....	...	6,000	500
Buffalo	400	6,000	7,400
Cleveland	300	4,000	1,500

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Jan. 8, 1925.

CATTLE—Firm to higher prices since the turn of the year has had the effect of attracting increased receipts, approximately 14,000 more cattle arriving locally during the week under review. As contrasted with a week ago fat steers closed steady to 25c higher, weighty kinds, most of them long feds and hold overs from the 1924 crop, showing the most advance.

Bullocks averaging 1,522 lbs., sold upward to \$11.85 today, the highest price paid for similar weights in months. Many steers averaging 1,500@1,600 lbs. sold rather actively at \$10.00@10.65, but where weights exceeded 1,700 lbs. demand was narrow and prices relatively low, some choice 1,708 lb. Nebraskas going at \$10.35.

The short fed caliber of the steer receipts was outstanding, bulk selling mostly at \$8.25@10.25. Yearlings continued scarce, selling mostly at \$7.75@9.50, although a few good to choice lots showed up and brought \$12.00@12.75.

Selling off 15@25c fat cows and heifers cashed largely at \$4.00@6.00, and \$5.00@7.00 respectively. Canners and cutters at \$2.65@3.00 predominated.

Bulls lost 75c as the recent broad shipping demand melted away. Bolognas, \$4.50@4.75 mostly. Vealers gained \$1.00 or more in the face of expanded eastern outlet.

HOGS—Receipts the first three days of the week proved to be too large to maintain existing price levels, and values slumped generally 50@75c with light lights and pigs 75c@\$1.25 below the close a week ago. Shippers were active operators today and values reacted slightly.

Strongweight butchers have remained in active demand throughout the entire period of depression and values at the close today were strong to 10c higher than

the best time Wednesday, a top of \$10.85 being paid as against \$10.75 the day previous.

Light lights and pigs showed uneven gains of 25@50c today.

SHEEP—Sharply reduced receipts, coupled with a strong eastern shipping demand, paved the way for another phenomenal rise of fat lamb values that rivaled the runaway markets of two weeks ago. Values showed a remarkable comeback and better grades regained \$1.25@1.50 of the downturns of a week ago, with lower grades, the kinds that suffered the maximum losses, reflecting increases upward to \$2.00.

Bulk of better grade lambs cashed at \$18.00@18.50, today, with the top at \$18.75, as compared with last Thursday's bulk of \$16.50@17.25, the top then resting at \$17.60. Fall shorn lambs made \$14.50@15.50 mostly, with sales of yearlings most numerous from \$15.50@16.50.

Fat sheep shared in the general price betterment, advances amounting to mostly \$1.00. Bulk of fat ewes brought \$9.00@10.00, with choice 104 lb. kinds topping at \$10.75, while choice 141 lb. wethers made \$11.25.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Jan. 8, 1925.

CATTLE—Shipping demand for the better grades of fed steers stimulated the market to some extent and the more desirable offerings of all classes closed strong to 25c higher for the week. Plainer grades of both fed steers and yearlings have been neglected and prices are steady to 15c lower with half-fat yearlings and heavies showing the most decline.

HOGS—A weaker undertone has prevailed in the hog market most of the week and closing prices are largely 30@40c lower than last Thursday. Receipts have been fairly liberal and the quality only medium to good. Medium and heavy weight butchers have had the preference to both shippers and local killers.

Choice yearlings in load lots topped at \$11.75 while a part load landed at \$12.10. Best handyweights sold up to \$10.25 and heavies reached \$10.10 while the bulk of fed steers sold from \$7.25@9.75.

She stock was slightly uneven with most classes, closing steady to 5c under a week previous. Bulls are 10@15c lower, while

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, January 8, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$10.85	\$10.40	\$10.35	\$10.65	\$ 9.85
BULK OF SALES	9.50@10.00	9.85@10.25	9.00@10.25	10.00@10.00	8.50@ 9.75
Hvy. wt. (250-350 lbs.), med.-ch.	10.25@10.85	10.15@10.40	10.00@10.35	10.40@10.65	8.50@ 9.85
Med. wt. (200-250 lbs.), med.-ch.	9.40@10.70	10.00@10.35	9.75@10.30	10.30@10.85	9.25@ 9.85
Lt. wt. (150-200 lbs.), com.-ch.	8.65@10.15	9.10@10.10	9.25@10.00	9.25@10.40	8.50@ 9.50
Lt. lt. (130-160 lbs.), com.-ch.	7.25@ 9.00	7.80@ 9.75	7.75@ 9.70	7.75@10.00	7.00@ 8.75
Packing hogs, smooth.	9.85@10.25	9.75@10.00	9.70@ 9.90	9.50@ 9.75	9.15@ 9.40
Packing hogs, rough.	9.40@ 9.85	9.00@ 9.75	9.50@ 9.70	9.25@ 9.50	8.90@ 9.15
Slighter pigs (130 lb. down), med.-ch.	6.50@ 8.00	6.75@ 8.25	6.75@ 8.00	6.50@ 8.25	6.00@ 6.75
Av. cost and wt. Wed. (pigs excluded)	9.92-209 lb.	9.99-229 lb.	9.80-214 lb.	10.25-219 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	10.35@14.25	9.90@13.25	9.75@13.15	10.35@14.25	.....
Good	9.50@13.50	8.90@11.60	8.90@11.65	9.50@11.75	8.50@10.50
Medium	7.50@11.25	6.75@ 9.75	6.60@ 9.75	6.75@ 9.50	6.00@ 9.25
Common	5.65@ 7.85	4.50@ 6.75	4.25@ 6.00	5.00@ 6.75	4.50@ 6.25
STEERS (1,100 LBS. DOWN):					
Choice and prime	13.50@14.25	11.50@13.50	11.75@13.50	12.25@14.25	.....
Good	11.25@13.50	10.15@11.50	10.15@12.00	10.50@12.25	9.50@11.50
Medium	7.85@11.25	6.80@10.15	6.50@10.15	6.75@10.50	6.00@ 9.75
Common	6.65@ 7.85	4.60@ 6.00	4.35@ 6.50	4.75@ 6.75	4.00@ 6.00
Canner and cutter	3.75@ 5.65	3.25@ 4.50	3.00@ 4.25	3.00@ 4.75	2.50@ 4.00
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.75@13.50	9.25@12.25	9.25@12.40	9.25@12.00	8.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	7.00@11.00	6.50@10.25	6.75@10.75	6.25@ 8.75	5.75@ 9.25
Common-med. (all weights)	4.25@ 7.00	3.50@ 6.50	3.75@ 6.75	3.50@ 6.25	3.00@ 5.75
COWS:					
Good and choice	5.00@ 7.15	4.75@ 6.75	4.65@ 7.00	5.00@ 6.50	4.50@ 6.00
Common and medium	3.25@ 5.00	3.50@ 4.75	3.00@ 4.65	4.00@ 5.00	3.25@ 4.50
Canner and cutter	2.25@ 3.25	2.00@ 3.50	2.50@ 3.60	2.00@ 4.00	2.25@ 3.25
BULLS:					
Good-ch. (beef yrlds. excluded)	5.00@ 6.15	4.50@ 5.00	4.60@ 5.75	4.75@ 5.75	4.50@ 6.25
Can.-med. (canner and bologna)	3.25@ 5.00	2.50@ 4.50	2.85@ 4.60	2.50@ 4.75	3.00@ 4.50
CALVES:					
Med.-ch. (190 lbs. down)	8.75@13.00	7.00@10.00	7.25@10.00	6.50@10.50	5.00@ 8.75
Cull-com. (190 lbs. down)	5.00@ 8.75	3.50@ 7.00	3.75@ 7.25	3.50@ 6.50	3.00@ 5.00
Med.-ch. (190-260 lbs.)	5.25@12.50	5.50@ 9.75	5.00@ 9.50	5.50@10.50	4.00@ 8.00
Med.-ch. (260 lbs. up)	4.50@ 7.50	3.75@ 6.75	3.50@ 7.25	3.50@ 7.50	3.50@ 6.00
Cull-com. (190 lbs. up)	4.00@ 7.25	2.50@ 4.50	2.50@ 4.50	2.50@ 3.50	2.00@ 4.00
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	16.00@18.75	15.50@18.25	16.50@18.25	15.50@18.50	15.00@18.00
Lambs, cull-com. (all weights)	13.00@16.00	12.75@15.50	13.00@15.50	12.50@15.50	11.00@15.00
Yearling wethers, med.-prime	13.25@16.75	12.00@15.25	12.25@15.25	11.75@15.50	11.75@15.75
Wethers, med.-pr. (2 yrs. old and over)	8.75@12.25	7.75@11.25	8.00@11.00	8.00@11.25	7.00@10.75
Ewes, common to choice	7.00@10.75	6.50@10.25	6.75@10.25	6.00@ 9.75	5.00@ 9.50
Ewes, canner and cull	3.50@ 7.00	3.00@ 6.50	3.00@ 6.75	3.00@ 6.00	2.00@ 5.00

MAXWELL and SON

Order Buyers

Cattle, Hogs, Sheep and Calves

Buffalo Stock Yards

BUFFALO, N. Y.

Phone Jefferson 2302

Schwartz-Feaman-Nolan Co.

Kansas City Stock Yards
Kansas City, Missouri

Offer

their personal services
in buying

Cattle or Hogs

on order
for particular Packers

E. R. Whiting

L. H. McMurray

SATISFACTION

WHITING & McMURRAY

Indianapolis,
Ind.

Live Stock
Purchasing Agents

Fort Wayne,
Ind.

all killing calves closed practically steady although somewhat uneven.

Choice veals sold at \$9.50 on closing sessions.

HOGS—A weaker undertone has prevailed in the hog market, most of the week and closing prices are largely 30@40c lower than last Thursday. Receipts have been fairly liberal and the quality only medium good. Medium and heavy weight butchers have had the preference to both shippers and local killers.

Choice heavy butchers sold up to \$10.40 on today's market as compared with a \$10.70 top a week ago. Bulk of the more desirable 200@300 lb. butchers sold from \$10.00@10.40.

Light lights and killing pigs have met very erratic demand and closing prices are 50@75c lower. Most packing sows are 25@40c lower, with \$9.75@9.85 taking the bulk at the close.

SHEEP—A sharp reaction in fat lamb prices values around \$1.25 higher than a week previous. Fed lambs reached a new high level for the season when best offerings sold at \$18.35. Bulk of fed lambs cashed from \$17.25@18.25. Shorn lambs sold up to \$15.10 and other lots went from \$13.75@14.85.

Aged sheep are mostly 25@50c higher for the week with best fat ewes selling up to \$10.10 which is also a new top for the season. Better grade ewes sold from \$9.75@10.00. Occasional lots of woolled wethers brought around \$11.00, with clipped offerings at \$9.50@9.65.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Nebr., Jan. 8, 1925.

CATTLE—Market on beef steers and yearlings has been uneven. Extreme strength developed early in the week was lost today and compared with a week ago values are fully steady. No choice or prime handyweight or light steers were included, top for the period being \$11.00. While choice heavy steers ranged upward to \$10.35; bulk fed steers and yearlings \$7.00@9.00.

Fat cows are fully steady, while heifers have been slow sale with current prices quoted weak to 25c lower than a week ago.

Bull values have advanced 50@75c, veals declined 25c, practical top today \$9.25.

HOGS—Prices for strongweight butchers during the early part of the week reached a new high altitude for the winter packing season, but with increased supplies and bearish advices from outside centers the deal developed weakness after Monday and today's price list shows loss of 10@15c on most kinds with lights off as much as 15@25c.

Today's bulk of sales \$9.60@10.25; top, \$10.35.

SHEEP—The sharply lower market that featured last week's close resulted in curtailment of supplies and losses were recovered, today's prices for fat lambs being back to the high time for the winter season, bulk fed western lambs sold today at \$17.85@18.10; top, \$18.25, fed clipped lambs upward to \$15.25.

Sheep have been good property, closing prices being 50@75c higher than a week ago. Top on fat ewes \$10.25.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

E. St. Louis, Ill., Jan. 8, 1925.

CATTLE—Except for the relatively large number of half fat plain qualified beef steers and the big cut in good and choice light vealer prices, the current week's market offered no particular features. Compared with week ago beef steers, stocker and feeder steers and light yearlings and heifers steady; beef cows and bologna bulls, 25c higher; canners, shade higher; light vealers, \$1.75@2.00 lower.

Tops for week: matured steers, \$6.00@9.00; heifers, \$5.50@8.50; cows, \$4.00@5.00; canners, \$2.10@2.35; bologna bulls, \$4.00@4.75.

HOGS—Receipts locally increased from approximately 76,000 the first four days last week to 93,000 the current week. Values descended sharply from levels of a week earlier, good butcher hogs showing a drop of 30@35c with top today at \$10.65 and bulk 190 lb. averages upward to \$10.25@10.60.

Lighter hogs showed 50c@1.00 decline with 160@190 lb. averages selling largely from \$9.75@10.25. Light hogs and pigs are selling at \$1.00@2.50 under last Thursday, the greatest decline on pigs.

Good 140@150 lb. descriptions brought \$8.25@8.75 today, 120@130 lb. pigs, \$7.50@8.00; light pigs, \$6.50@7.50; packing sows, \$9.50@9.65.

SHEEP—Fat lambs are about \$1.50 higher than a week ago, price levels being highest since May, 1920. Choice lambs brought \$18.50; bulk for the week \$17.00@18.25; culls largely \$12.50@13.00.

Aged sheep are also sharply higher; choice fat ewes \$9.75; fat yearlings scored \$15.00; aged wethers, \$11.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

St. Paul, Minn., Jan. 7, 1925.

CATTLE—Last week's 15@25c advance on killing classes has been erased this week with the resumption of normal receipts following the holidays. Current

supplies are including relatively few long fed offerings, receipts consisting of short-feds or merely warmed ups for the most part.

Top beeves for the period under review arrived late last week, a load of handyweights which scored at \$9.50, another load at the opening of this week making \$9.00. Other than these few offerings passed the \$8.00@8.50 line with bulk selling at prices of \$5.50@7.00.

Fat cows and heifers are selling at present in the \$3.25@5.25 levels with canners and cutters mostly from \$2.50@3.00.

Bulls gained fully 50c with bulk of bolognas selling today at \$4.00@4.75, weighty fleshy kinds on the beef order upwards to \$5.25 and above.

HOGS—Values in the hog house suffered losses of approximately 50c during the week just past, many sales of light hogs showing still greater decline. Bulk of the better 200@275 lb. butchers cashed today at \$9.75 with a few loads at \$9.85 and one load of prime butchers topping at \$10.00.

Lighter hogs were sorted out at \$8.50@9.00 and packing sows mostly at \$9.25. Slaughter pigs dropped off a full \$1.25, bulk of the strongweights earning \$7.25@7.50 today.

SHEEP—Fat lambs, after a declining trend all of last week, have met sharp advances, prices today being fully \$1.00 or more higher than last Wednesday. Bulk of the fat native lambs were salable at \$17.00 with fed Westerns at \$17.50 to packers and \$17.75 to shippers.

Sheep also advanced 25@50c today, best light Westerns topping at \$9.50 with handyweights around \$8.50@9.00.

J. W. Murphy Co. Order Buyers Hogs Only

Utility and Cross Cyphers

Reference any Omaha Bank

Union Stock Yards,
Omaha, Nebr.

E. E. JOHNSTON

Established 35 Years

Hog Buyers
Exclusively

Live Stock Exchange
East Buffalo, N. Y.

Order Buyers
of

Cattle Calves
Hogs Lambs
Henry Knight & Son
Bourbon Stock Yards
Louisville, Ky.
References: Dan & Bradstreets

KENNETT-MURRAY

Order Buyers — Live Stock

Offices at Ten Markets

P. C. Kennett & Son
Louisville
P. C. Kennett & Son
Nashville
P. C. Kennett & Son
Montgomery
Kennett Sparks & Co.
E. St. Louis
Kennett Murray & Co.
LaFayette

Kennett Murray & Darnell
Indianapolis
Kennett Colina & Company
Cincinnati
Kennett Murray & Colina
Detroit
Kennett Murray & Brown
Sioux City
Kennett Murray & Company
Omaha

SIOUX CITY.

(Special Letter to the National Provisioner.)

Sioux City, Ia., Jan. 7, 1925.

CATTLE—First days of the new year have not brought any dropping off in volume of cattle coming to market, and they are all showing the disposition of the country to unload cattle on account of feed conditions. For the half week ended today a total of above 15,000 cattle at this yards is one-third larger than for last week and is above needs of the trade.

With 4,500 reported here for today the trade in steers held steady compared with Tuesday but somewhat lower than at the close of last week, probably 15¢@25¢. Nothing in prime long feds is coming, best short feds, 100 day cattle, \$10.00@10.50, top today being \$10.00. Bulk of short feds and warmed-uns, \$7.50@9.00, common light killers \$7.00 down.

The best fat she stock holds steady at \$4.25@5.50 for bulk, but with some of the better corn fed heifers at \$6.00 and up to \$7.50 or better, canners and cutters \$2.50@4.00.

HOGS—Hogs are pouring in, the half week ended today bringing 76,000 to this market. As indicating condition of these marketings the average weight yesterday was 210 lbs. Normally at this season it should run above 240 lbs. at this market.

In the face of numerous receipts the market holds fairly well for offerings of any quality and weight above 200 lbs. Tops today sold at \$10.20; bulk, \$9.00@10.15, but with unfinished underweights down to \$7.50. Pig market in bad shape with prices down to \$5.00.

SHEEP—Sheep and lambs have been staging a comeback from the recent break, top lambs selling up to \$18.50 today and best fat ewes \$10.10.

ST. JOSEPH.

(Special Letter to the National Provisioner.)

So. St. Joseph, Mo., Jan. 6, 1925.

CATTLE—Cattle receipts for two days this week were around 7,000 compared with 6,670 same days a week ago. Beef steers and yearlings plentiful and quality continues to show improvement. Market fairly active on both days with values steady to 15¢ off, better grades holding fully steady.

Good to choice light-weight steers sold \$10.00@10.75, with best heavies at \$9.50. Common kinds sold down to \$5.75, and bulk of all sales ranged \$7.25@9.35. Mixed yearlings mostly \$6.50@8.50, with tops at \$11.00.

Butcher stock in fair supply and the market steady to 15¢ lower.

Good to choice cows and canners and cutters generally steady, medium cows and heifers 10¢@15¢ lower. Best cows sold \$5.75@6.10, and \$3.50@5.50 took bulk of fair to good grades. Canners and cutters ranged \$2.25@3.25.

Fed heifers sold up to \$8.60 in load lots, while bulk of heifers ranged \$4.75@7.00.

Bulls steady, sales ranging \$3.50@5.25.

Calves about steady with last week's close, top veals going at \$10.00.

HOGS—Hog receipts for two days around 23,500 against 19,871 same period last week. Supplies were heavy at all points and values declined 40¢@50¢ in two days. Tuesday's top was \$10.60 and bulk of sales \$9.75@10.50.

SHEEP—Sheep receipts around 6,300 for two days, and supplies were considerably lighter at all points than same days a week ago. With curtailed receipts values advanced sharply. Sheep are fully 50¢ higher with choice ewes at \$10.00 Tuesday.

Lambs 75¢@1.00 higher than last Friday, with the top at \$17.80 Tuesday. Clips sold \$13.75@14.50.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 3, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,708	19,500	18,936
Swift & Co.	8,822	24,400	25,751
Morris & Co.	6,810	21,200	8,195
Wilson & Co.	6,108	22,000	3,581
Anglo-American Prov. Co.	977	10,100	....
G. H. Hammond Co.	3,984	13,000	....
Libby, McNeill & Libby	1,187	....	....
Brennan Packing Co., 7,700 hogs; Miller & Hart, 8,100 hogs; Independent Packing Co., 9,000 hogs; Boyd, Lunham & Co., 12,700 hogs; Western Packing & Provision Co., 15,000 hogs; Roberts & Onke, 8,700 hogs; others, 47,400 hogs.	....	....	....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,283	1,028	9,275	1,249
Cudahy & Co.	4,572	1,102	6,432	5,629
Fowler & Co.	456	61	....	....
Morris & Co.	3,103	584	5,702	3,307
Swift & Co.	5,990	1,026	9,513	5,005
Wilson & Co.	4,369	221	9,877	3,206
Local butchers	611	139	506	....
Total	23,697	4,373	41,902	20,174

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	3,694	20,790	5,415
Cudahy Pkg. Co.	5,646	18,887	9,122
Dold Pkg. Co.	1,737	8,595	....
Morris & Co.	2,776	9,894	3,382
Swift & Co.	4,706	17,406	8,212
M. Glassburg	6	....	....
Hoffman Pkg. Co.	45	....	....
Mayerwich & Vail	76	....	....
Mid-West Pkg. Co.	36	....	....
Omaha Pkg. Co.	48	....	....
John Roth & Sons	17	....	....
S. Omaha Pkg. Co.	113	....	....
Lincoln Pkg. Co.	106	....	....
Nagle Pkg. Co.	78	....	....
Sinclair Pkg. Co.	215	....	....
Wilson Pkg. Co.	139	....	....
Kennet-Murray & Co.	5,407	....	....
J. W. Murphy	6,426	....	....
Other hog buyers, Omaha	8,684	....	....
Total	19,515	96,131	26,131

ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,287	6,638	1,208
Swift & Co.	2,392	15,753	2,481
Morris & Co.	1,283	6,349	1,279
St. Louis Dressed Beef Co.	1,335	....	....
Independent Pkg. Co.	385	....	107
East Side Packing Co.	1,078	4,800	....
Hell Pkg. Co.	8	2,435	....
American Pkg. Co.	265	1,200	45
Krey Pkg. Co.	99	1,346	....
Sartorius Pkg. Co. ....	....	806	....
Sieffelt Pkg. Co.	129	....	....
Butchers	9,242	41,500	1,296
Total	18,403	86,287	6,416

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,495	431	25,792	9,227
Armour & Co.	1,873	609	12,153	1,688
Morris & Co.	1,161	648	12,283	2,347
Others	2,823	200	10,646	9,053
Total	9,352	1,888	60,874	16,315

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,447	196	21,597	3,133
Armour & Co.	3,217	148	17,850	3,657
Swift & Co.	1,768	89	13,186	1,883
Sacks Pkg. Co.	93	37	100	....
Smith Bros. Pkg. Co.	42	7	....	....
Local butchers	91	20	5	....
Order buyers and packer shipments	1,543	5	48,217	1,359
Total	10,700	505	100,974	10,032

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,437	517	2,865	40
Wilson & Co.	1,539	549	3,080	33
Others	107	11	479	....
Total	3,083	1,077	6,424	73

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,632	5,219	31,385	1,278
Kingman & Co.	1,949	427	29,817	408
Mcroe & Co. ....	....	....	6,528	....
Indianapolis Abt. Co.	1,023	47	920	76
Armour & Co.	196	....	4,718	16
Hilgenmeyer Bros. ....	....	....	1,010	....
Brown Bros.	173	3	....	....
Bell Pkg. Co.	39	....	791	....
Schussler Pkg. Co.	52	1	383	....
Meier Pkg. Co.	79	....	273	....
Indiana Prov. Co. ....	....	....	347	....
Riverview Pkg. Co.	10	....	272	....
Art. Wabrits	14	....	....	....
Hosier Abt. Co. ....	....	55	....	....
Miscellaneous	254	70	91	9
Total	5,406	5,815	76,535	1,810

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	619	129	4,869	136
Kroger Groc. & Bak. Co.	294	73	3,185	....
C. A. Freund	92	56	163	....
Gus Juengling	124	97	....	40
J. & F. Schroth Pkg. Co.	17	....	3,358	....
H. H. Meyer Pkg. Co.	53	....	3,165	....
John Hillberg & Sons	139	....	....	55
Wm. G. Behn's Sons	118	....	....	....
Peoples' Pkg. Co.	158	111	....	....
Jacob Bauer & Sons	60	....	....	....
A. Sander Pkg. Co. ....	....	....	1,865	....
Jacob Vogel & Son ....	....	....	927	....
J. Hoffman's Sons Co. ....	....	....	414	....
Lehrey Pkg. Co. ....	....	....	316	....
Idol Pkg. Co. ....	....	....	594	....
Sam Gall ....	....	....	....	324
Jacob Schlacter's Sons ....	....	....	....	127
F. Blackburn ....	....	....	....	13
J. Stegner ....	....	....	....	....
G. Ehrhart & Sons ....	....	....	....	22
Total	1,642	498	19,165	717

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,018	539	5,513	73
Dold Pkg. Co.	412	56	3,806	....
Local butchers	136	....	....	....
Total	1,566	595	9,319	73

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,114	3,510	31,743	3,132
Hertz & Rifkin	154	81	....	....
Katz Pkg. Co.	587	81	....	....
Swift & Co.	3,390	5,782	49,019	4,477
Others	389	....	19,389	....
Total	6,640	9,454	100,142	7,609

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Jan. 3, 1925, with comparisons:

CATTLE.

	Week ending Jan. 3, 1925.	Prev. week, Jan. 3, 1924.	Cor. week, 1924.
Chicago	34,746	25,819	30,522
Kansas City	23,697	17,291	20,974
Omaha	19,515	12,720	20,165
St. Louis	18,403	10,998	18,050
St. Joseph	9,352	6,380	8,993
Sioux City	10,700	5,638	5,835
Oklahoma City	3,083	705	2,719
Indianapolis	5,496	3,174	6,440
Cincinnati	1,642	1,335	1,515
Milwaukee .....	....	1,152	1,155
Wichita	1,566	1,373	2,106
Denver .....	....	....	1,719
St. Paul	6,640	4,779	6,899

HOGS.

	Week ending Jan. 3, 1925.	Prev. week, Jan. 3, 1924.	Cor. week, 1924.
Chicago	217,400	159,900	190,200
Kansas City	91,902	26,708	33,798
Omaha	60,131	78,846	65,707
St. Louis	86,287	46,461	80,648
St. Joseph	60,874	40,789	38,993
Sioux City	100,994	79,149	50,484
Oklahoma City	76,535	64,506	21,346
Indianapolis	19,165	15,186	16,652
Cincinnati .....	....	9,744	11,249
Wichita	9,319	12,966	14,655
Denver .....	....	....	7,233
St. Paul	100,142	61,313	80,519

SHEEP.

	Week ending Jan. 3, 1925.	Prev. week, Jan. 3, 1924.	Cor. week, 1924.
Chicago	56,763	32,374	49,257
Kansas City	20,179	13,847	17,359
Omaha	26,131	21,998	42,348
St. Louis	6,416	3,968	8,479
St. Joseph	16,315	13,752	13,357
Sioux City	10,032	8,207	4,034
Oklahoma City	73	9	14
Indianapolis	1,810	2,640	2,596
Cincinnati	717	557	636
Milwaukee .....	....	59	144
Wichita	73	688	385
Denver .....	....	....	2,822
St. Paul	7,000	6,186	3,802

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, January 3, 1925, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,228	10,205	14,782	21,001
New York	853	2,930	22,756	2,773
Central Union	5,016	2,057	....	21,693
Total	10,097	15,192	37,538	45,467
Previous week	12,511	18,491	41,951	30,056
Two weeks ago	7,815	13,011	38,756	42,139

SQUIRE HAS NEW CALENDAR.

The 1925 calendar of John P. Squire & Co., packers in Boston, Mass., is built around their famous trade mark. The "Arlington" pig, wearing around his neck the tag of the company, is shown appropriately framed in corn stalks. The whole is attractively gotten up in colors. Large date pads, with the month before and the month after the current one, make the calendar easy to read.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—Active. Further activity noted in both natives and branded descriptions at the new levels. Movement embraced 5,000 Dec. Jan. natives 17c; 1,200 heavy Texas 16c; 9,000 Colorados, Dec. Jan. kill, 15c; 5,000 light cows 15c, in addition to butts at 16c; 20,000 branded cows 13c; 10,000 light cows 15c and 4,000 native bulls at 12½c. These prices give a representative idea of the market prices. Spread steers are held at 19c and buyers talk 18@18½c for dates. Heavy cows last sold at 15½c and remaining small stocks are held at 15½c. Branded bulls made 10½c northers and 11c southers; small packers 15c bid. Sellers not inclined to make offerings.

COUNTRY HIDES—Trading is still being effected in these descriptions of stock at a variety of prices as to qualities involved. Tanners for the most part are vitally interested in securing material yet have procured sufficient stock to make their operations not at all urgent, placing them in a relatively good position in this regard to dicker. As a rule though they find sellers especially firm in their ideas and on such spots, the full market levels are obtained. Western tanners report purchases of seasonable buffs at 12½c delivered tannery and also procurement of some country bulls at 9½c. Other lots of stock are also reported sold, extremes as high as 15½c and buffs up to 13½c. All weight hides in the originating sections are listed at 13@13½c paid delivered basis and the outside is the general asking level. Just at the moment there is little call for the heavy goods. Sellers talk strong levels in sympathy with the balance of the list. Outlets are available at low levels, but nothing is being applied on such orders. Heavy steers are considered nominal at 13½@14c; heavy cows 12½@13c asked; buffs 13@13½c paid and nominal; extremes 15@15½c paid and bid with 15½c now asked in some quarters. Branded country hides are listed at 10½@11c flat and country packer stock at 12@13½c for mixtures. Bulls 9½; country packer lines at 11½@12c last paid and glue hides at 8@8½c.

CALFSKINS—The remaining unsold lot of 1924 packer skins moved out at 26c, thus effecting a clearance. It was said the demand for stock was not entirely satiated and that further large lines could have been booked at 26c were same available. Another car of local city calfskins from first salt moved at 25c after having been held for a couple of days at 26c. Outside city skins are steady and scarce at 24@25c paid and asked; country run of stock is listed around 19@20c and some mixed skins made 22c. Deacons are scarce and quoted \$1.25@1.35 for country run; cities \$1.75 paid; slunks \$1.15 last paid. Kipskins are quiet. Holdings are small. Moderate interest is current with trading hinging on southers, overweights or prices. Packers last sold at 20c and further lines are held for 21c; cities last sold at 19c and country goods are quoted around 16@18c.

MISCELLANEOUS MARKETS—Dry hides quiet at 20@22c; horse hides selling at \$6.00; packer pelts \$4.00@4.50; dry stock 37½@40c; pickled skins \$13.00 paid for lambs; hog 25@50c.

New York.

PACKER HIDES—The undertone to the city slaughter situation is firm and occasional action is noted at prices trending higher. Several cars of last quarter spread native steers sold Oct. Nov. bringing 18c and Dec. kill 17½c. Business also

noted in about 7,000 butts at 15½c and Colorados 14½c, all of December take-off. Earlier business was quietly effected at a quarter better and what few hides remain unsold are now available at the full western basis of 16c for butts and 15c for Colorados. There is said to be a very good demand for all packer varieties. Native steers last sold at 16½@16¾c for dating and the inside is freely bid with the outside firmly asked. Cows are quiet at 14@14½c last paid and slightly higher figures asked. Some straight head cows made 14½c for Dec. kill. Bulls 11½@12c.

OUTSIDE PACKER HIDES—The situation is strengthening right along. About 2,000 additional Dec. Jan. all weight eastern small packer steers and cows sold at 14½c. A car of Jan. forward small packer branded steers sold at 14c for heavies. Mid west killers as a rule are talking 15c for mixed steers and cows and one bid at that level was reported made and refused. About 5,000 Pacific coast packer December hides sold export, steers bringing 13½c and cows 11¾c flat f.o.b. Canadian sellers are reporting nothing additional in the way of business. Those hides are fairly well booked up for 1924.

COUNTRY HIDES—Penn. sellers are reporting quiet business in current receipt buffs at 13c and extremes 15c. Eastern tanners are operating as advantageously as possible and following the market to higher levels. Business is reported in good quality city and country packer 25@50c's at 15c; earlier business also effected 14½c. Choice mid western extremes sold at 15@15½c and further lines are held at 15½c. Illinois, Wisconsin stock made 14½@14¾c and some Penn. descriptions the same range. Bids at 14½c frequently made and refused on Ohio stock with 15c asked for weights to 50 lbs. Several cars mixed western 25@30's recently sold at 14½c. Southern extremes are held in weights to 50 lbs. at 14½c flat generally. Canadians also quoted 14½c flat now asked and buffs 11¾c paid.

CALFSKINS—A steady undertone noted in N. Y. skins with stocks scarce and held high. Murmurs of quiet business are heard but unconfirmed. Asking rates are at \$2.40@2.80@3.50. Penn. packers are firm; lights not offered, medium \$2.75 and heavies \$3.50 asked. Untrimmed domestics 22@25c for cities paid; foreign stock firm.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending December 31, 1924:

BUTCHER STEERS.				
1,000-1,200 Lbs.				
	Week Ended Dec. 31.	Same Week 1923.	Week Ended Dec. 24.	Week Ended Dec. 17.
Toronto	\$ 7.75	\$ 7.65	\$ 6.25	\$ 6.00
Montreal (W)	6.80	6.50	6.00	5.75
Montreal (E)	6.80	6.50	6.00	5.75
Winnipeg	6.00	5.50	6.00	5.75
Calgary	5.80	4.85	5.00	4.75
Edmonton	5.50	4.75	5.25	5.00

VEAL CALVES.			
	Week Ended Dec. 31.	Same Week 1923.	Week Ended Dec. 24.
Toronto	15.00	13.00	12.50
Montreal (W)	10.00	10.50	11.00
Montreal (E)	10.00	10.50	11.00
Winnipeg	7.00	7.00	7.00
Calgary	4.50	3.75	4.00
Edmonton	4.00	4.50	3.75

SELECT BACON HOGS.			
	Week Ended Dec. 31.	Same Week 1923.	Week Ended Dec. 24.
Toronto	12.25	10.15	12.06
Montreal (W)	11.50	9.50	10.75
Montreal (E)	11.50	9.50	10.75
Winnipeg	11.00	8.90	10.17
Calgary	10.25	7.70	9.90
Edmonton	10.45	8.65	10.30

GOOD LAMBS.			
	Week Ended Dec. 31.	Same Week 1923.	Week Ended Dec. 24.
Toronto	15.50	14.00	13.00
Montreal (W)	11.50	10.00	12.00
Montreal (E)	11.50	10.00	12.00
Winnipeg	13.00	10.50	12.25
Calgary	12.35	11.50	11.00
Edmonton	12.00	11.00	10.00

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Jan. 3, 1925:

CATTLE.			
	Week ending Jan. 3.	Prev. week.	Cor. week. 1924.
Chicago	34,746	25,819	41,316
Kansas City	41,902	20,069	25,764
Omaha	18,276	10,583	22,697
St. Louis	9,709	9,008	12,742
St. Joseph	8,238	4,937	8,245
Sioux City	7,795	5,392	5,488
Cudahy	679	608	695
Fort Worth	9,933	4,545	6,897
Philadelphia	2,021	702	2,258
Indianapolis	2,506	1,969	2,590
Boston	1,890	1,852	1,853
New York and Jersey City	11,829	11,243	9,411
Oklahoma City	4,160	1,055	4,141

HOGS.			
	Week ending Jan. 3.	Prev. week.	Cor. week. 1924.
Chicago	217,400	159,900	180,394
Kansas City	41,902	36,706	34,361
Omaha	73,417	64,983	56,500
St. Louis	55,822	37,116	53,612
St. Joseph	50,489	30,996	32,761
Sioux City	52,829	51,022	28,344
Cudahy	13,636	23,651	18,915
Fort Worth	22,887	25,335	20,878
Philadelphia	6,398	5,754	6,742
Indianapolis	22,386	21,446	23,729
Boston	31,962	30,729	31,330
New York and Jersey City	34,025	35,181	19,885
Oklahoma City	70,610	71,207	58,062
	6,424	4,116	5,154

SHEEP.			
	Week ending Jan. 3.	Prev. week.	Cor. week. 1924.
Chicago	56,763	32,374	54,090
Kansas City	18,879	13,847	17,691
Omaha	32,246	20,923	34,188
St. Louis	6,009	4,199	6,362
St. Joseph	13,262	12,402	14,359
Sioux City	9,713	7,050	4,504
Cudahy	375	95	203
Fort Worth	892	481	289
Philadelphia	4,855	5,084	4,820
Indianapolis	431	255	1,405
Boston	4,368	2,650	4,237
New York and Jersey City	47,213	34,983	39,837
Oklahoma City	73	0	14

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending January 10, 1925, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Jan. 10, '25.	Week ending Jan. 3, '25.	Corresponding week 1924.	
Spread native steers	@19c	@19c	14½@17c	
Heavy native steers	@17c	16½@17c	14 @ 14½c	
Heavy Texas steers	@16c	@15½c	@12½c	
Heavy butt branded steers	@16c	@15½c	@12½c	
Heavy Colorado steers	@15c	@14½c	@11½c	
Ex-Light Texas steers	@13c	@12½c	@ 8½c	
Branded cows	@13c	@12½c	@ 8½c	
Heavy native cows	@15½c	@15½c	@12½c	
Light native cows	@15c	@14½c	@ 11c	
Native bulls	@12½c	@12½c	0 @ 9½c	
Branded bulls	@10½c	@10½c	7 @ 8½c	
Calfskins	@26c	25 @ 26c	18½@19c	
Kip	@20c	@19c	15½@16c	
Kips, overwt.	@18½c	@17c	....
Kips, branded	@16c	@15c	....
Slunks, regular	@11½c	@11.15	1.40@1.45	
Slunks, hairless	@70c	@65c	30 @ 60c	
Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.

	Week ending Jan. 10, '25.	Week ending Jan. 3, '25.	Corresponding week 1924.	
Natives all weights	@14½c	@14½c	10½@11c	
Bulls, native	@11c	@12½c	8 @ 8½c	
Br. str. hds.	@12½c	@12½c	8½@ 9c	
Calfskins	@23c	@23c	17½@18c	
Kip	@18c	@18c	15 @ 15½c	
Slunks, regular	@1.15	@1.30	\$1.25@1.30	
Slunks, hairless	@40c	25 @ 40c	25 @ 50c	

COUNTRY HIDES.				
	Week ending Jan. 10, '25.	Week ending Jan. 3, '25.	Corresponding week 1924.	
Heavy steers	13 @ 14c	12½@13c	9½@10c	
Heavy cows	12 @ 13c	11 @ 12c	8½@ 9½c	
Butts	13 @ 13½c	12½@13c	8½@ 9c	
Extremes	14½@15½c	14 @ 14½c	10½@11c	
Bulls	8½@ 9c	8 @ 8½c	7 @ 7½c	
Branded	10½@11c	10 @ 10½c	7 @ 7½c	
Calfskins	18 @ 18½c	17 @ 17½c	13 @ 14c	
Kip	14 @ 15c	@14c	12 @ 13c	
Light calf	\$1.25@1.30	\$1.25@1.30	\$1.30@1.40	
Deacons	\$1.10@1.20	\$1.10@1.20	\$1.10@1.20	
Slunks, regular	\$1.00@1.15	\$1.00@1.15	\$0.75@1.00	
Slunks, hairless	\$0.30@0.40	\$0.30@0.40	\$0.25@0.30	
Horsehides	\$5.00@5.75	\$4.75@5.50	\$4.00@5.00	
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30	

SHEEPSKINS.				
	Week ending Jan. 10, '25.	Week ending Jan. 3, '25.	Corresponding week 1924.	
Large packers	\$4.00@4.50	\$4.00@4.25	\$2.75@3.00	
Small packers	\$2.50@3.75	\$2.50@3.75	\$2.60@2.75	
Phrs. shear'gs.	@1.35	@1.35	@1.15	
Dry pelts	\$0.37½@0.40	\$0.37½@0.40	\$0.27@0.29	

ICE AND REFRIGERATION

ICE NOTES.

The Harper Ice & Cold Storage plant, Harper, Kans., was recently destroyed by fire with a loss of \$25,000.

The Texas Light & Power Company contemplates the erection of a new ice and cold storage plant in Colorado, Tex., at a cost of \$70,000.

Sixty-two ice plants in 31 states in the United States and Canada have been consolidated through a merger of the Hygienic Ice Company of Chicago and the City Ice & Fuel Company of Ohio. The consolidated plants have a value of \$30,000,000 and a capacity of 3,000,000 tons of ice a year.

The Polar Ice Company, Inc., has been incorporated in Norfolk, Va., with a capital stock of \$10,000 with J. H. Privott, president and A. C. Langley, secretary.

The Independent Ice & Refrigerator Co., plans to erect a \$75,000 ice plant at 6th and Oak streets, Abilene, Tex.

The T. R. Miller Company plans to erect a 20-ton capacity ice plant in Brewton, Ala.

The Mission Ice Company contemplates the erection of a branch plant at Blanco and Fredericksburg Rd., Mission, Tex.

The Merchants Cold Storage Company plans to build a \$100,000 plant on their present location 219 College street, Charlotte, N. C.

STRIP CHART RECORDERS.

Chart recorders have many important places in the modern packing plant. They provide an accurate check on certain operations, and make a permanent record, which can be referred to at any time.

A newly designed recorder of the strip or continuous chart type has been brought out recently by the American Schaeffer &



Budenberg Corp., Berry and South 5th streets, Brooklyn, N. Y. It is made for use where records are wanted of pressures or temperatures over an extended period.

Its visible record makes it possible to detect even the slightest variations as they occur.

The new device, known as the Columbia Strip Chart Recorder, is furnished for the recording of all pressures (steam, air, water, ammonia, hydraulic, etc.), vacuums, and temperatures up to 1,000 degrees F.

The chart of the recorder is 6 inches wide, with a recording area of 4½ inches, and is 90 feet long. The clock movement is of special construction and moves the chart 6 inches per hour. An automatic rewind device takes up the recorded chart.

CANADIAN MEAT STOCKS.

The following stocks of lard, pork, beef, veal and mutton were in storage in Canada as of December 1, 1924, and a five year average as of December 1, according to statistics of the Canadian Bureau of Statistics, as transmitted to the Department of Commerce by Trade Commissioner Lynn W. Meekins, Ottawa, Canada:

	Dec. 1, 1924.	5-yr. av. Dec. 1.
	Pounds.	Pounds.
Pork, fresh, frozen.....	7,558,252	3,220,660
Fresh, not frozen.....	3,930,548	3,042,066
Cured, dry salted.....	2,780,820	1,941,009
Cured, sweet pickled.....	7,242,114	6,935,379
In process of cure.....	8,622,535	11,116,858
Total.....	30,134,269	26,258,978
Lard.....	1,902,470	1,580,303
Beef, fresh, frozen.....	20,822,843	22,669,308
Fresh, not frozen.....	6,438,694	7,138,697
Cured.....	261,287	239,704
In process of cure.....	93,994	207,664
Total.....	27,496,818	30,305,368
Veal, fresh, frozen.....	2,439,245	.....
Fresh, not frozen.....	871,458	.....
Total.....	2,810,683	.....
Mutton and lamb, frozen.....	5,790,963	6,306,205
Not frozen.....	255,882	447,061
Total.....	6,016,845	6,756,266

*Three year average.

Novoid Pure Baked Corkboard

Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and corners are square and sharp.

Write for booklet.

Cork Import Corp.—345 West 40th St., New York City

Cold Storage Insulation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue
West of 22nd St.

PHILADELPHIA, PA.

Freezer and Cooler Rooms for the Meat and Provision Trade

Specialists in CORK INSULATION Details and Specifications on request

207 E. 43rd St.

Morrow Insulating Co., Inc. NEW YORK



It Can't Forget to Close Itself
STEVENSON'S
"Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air. Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.

1511 West Fourth St. Chester, Penna.



PUTS MORE PROFIT IN SAUSAGE MAKING

Temperature control that is positive throughout the various cooling stages of sausage making can be accomplished by Baker System Refrigeration at a phenomenally low cost.

With proper temperatures the quality of your product will increase and the demand for your sausage grow larger. This means more profits.

Every Baker Plant Built to Order.

Your Baker Plant is built to meet the refrigerating problems you have in your place. We invite you to submit your problems to our Board of Engineers for solution. No obligations.

Baker Ice Machine Co.

Omaha, Nebraska

CORK INSULATION

Supplied or Erected Complete

Correspondence Solicited

UNITED CORK CO.'S 50 Church Street
NEW YORK

St. Louis Office: 1420 No. Broadway



Refrigerating Costs Dropped 75%

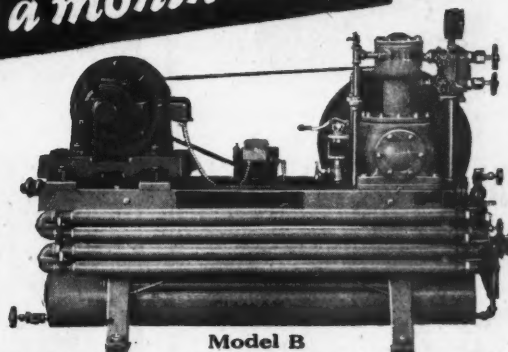
When **CLIMAX** Went in
—and food spoilage of
\$50 to \$60 a month ended



Outstanding Features of The Climax Model B Refrigerating Unit

1. Self Contained Unit—The Compressor, Motor, Oil Separator, Condenser, Liquid Receiver, Scale Trap, Valve Controls and Safety Switch all mounted on one substantial frame.
2. Compact in construction, yet is readily accessible at every part. Floor space required 3'x6'. Can be taken through any 2 1/2' doorway or passage.
3. Complete High Side Unit with motor mounted weighs only 1500 lbs. Does not require special foundation. Can be placed on wooden floor at side or rear of refrigerator, if desired.
4. Simplicity of control by means of water valve also provides absolute safety under all conditions.
5. Wrist Pin upkeep eliminated. There are no Connecting Rods, Wrist Pins or Wrist Pin Bearings.
6. All working parts fully submerged in oil.
7. All bearings generously oversize.
8. Non-clearance Compressor.
9. Simple and efficient Suction and Discharge Valves, readily accessible by removing Cylinder Head.
10. All Control Valves and Automatic Safety Valve contained in one piece drop forged steel manifold block.
11. Multiple, headered, double pipe condenser. All gas chambers welded. All water pipes accessible for cleaning.
12. Entire water system easily drained to prevent freezing.
13. Machine cannot be accidentally operated without a sufficient supply of condenser water.
14. Large volume, welded oil separator provides positive separation of oil from gas.
15. Extra large liquid receiver—welded.
16. Entire unit carefully tested at factory.
17. All materials and workmanship of highest order. All parts interchangeable.
18. Designed to give high operating efficiency.

That's the actual experience of Mr. A. E. Atkinson, Cleveland, Ohio, (Retail Meats), after installing Climax Model B Refrigerating Unit.



Model B

We asked Mr. Atkinson these questions. Note his answers:

- What has been your operating cost per month? Answer—\$15.
- What was your former cost of ice per month? Answer—\$80 to \$100.
- What has been your repair cost monthly? Answer—None.
- What was your former food spoilage when using block ice? Ans.—\$50 to \$60 a month.
- What is your food spoilage now? Answer—Practically None.
- Who operates the machine? Answer—Myself and Boy.
- What is the location of machine in your establishment. Answer—In the Basement.

Similar savings, and like satisfaction, are being experienced by many other dealers in meats, by hotels, restaurants, bakeries, dairies, creameries—in fact, wherever dependable refrigeration is required. Added to the surprising economy of operation and freedom from attention is, of course, the much appreciated absence of wet, sloppy, unsanitary conditions. Climax-equipped shops invite trade by their clean appearance in the handling and display of all perishable food products.

CLIMAX

Refrigerating UNIT

DRIVEN BY GAS ENGINE OR ELECTRIC MOTOR

—will solve your refrigerating problem. It keeps temperatures constantly within the seven degree safety range—33° to 40°. It requires almost no attention, is easily operated and is always under your own control—is not interrupted by holidays. It is always sanitary—provides dry cold. No damp odors—no tainted nor water-soaked foods. It enables you to store foodstuffs in quantities at low prices, and profit by market advances. By these extra profits and the savings it will make, the Climax Refrigerating Unit will soon pay its own cost.

The services of our Engineering and Sales Department are offered you freely, without expense or obligation.

Write or Send Coupon Today—We also make Climax Rotary Type Units for SMALLER REQUIREMENTS.

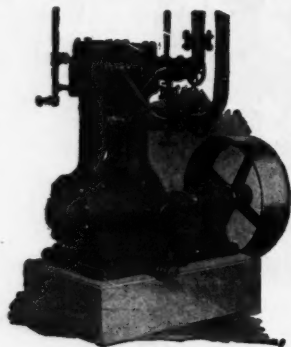
CLIMAX ENGINEERING CO. 1821 So. 4th Street
CLINTON, IOWA
Sales and Service Stations in 25 Principal Cities

CLIMAX ENGINEERING CO.,
1821 South 4th Street, Clinton, Iowa
Gentlemen: Please give further information about Climax Refrigerating Units.

Name.....
Address.....
Kind of Business.....

Vilter

Refrigerating and Ice Making Plants



For the

Meat Products Industry

Horizontal Compressors
8 tons capacity and up

Vertical Compressors
1 to 18 tons

Complete Data Promptly Furnished

The Vilter Manufacturing Co.

Est. 1867

806-826 Clinton Street
Milwaukee, Wis.

SUMMER SAUSAGE DRYING

By the Scientific Method of
Air Conditioning

A Product of Unparalleled Quality



is assured day in and day out regardless of outdoor weather conditions.

We design, manufacture and install complete equipment for all branches of air conditioning and Brine Spray Refrigeration in Packing Houses and invite correspondence prior to consultation and service.

The Successful Systems are Webster Systems

ATMOSPHERIC CONDITIONING CORPORATION

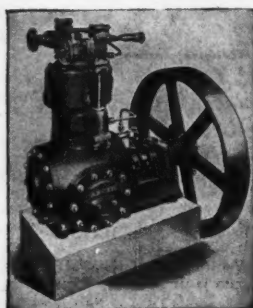
Singer Bldg.,
New York

Lafayette Bldg.,
Philadelphia

Monadnock Block
Chicago

6

The Arctic Junior especially for



Sausage Makers,
Curers, Wholesale
Provisioners and
Meat Dealers

"It will Last a Lifetime"

Built in capacities of
from 1 to 25 Tons

We will gladly investigate and guarantee results for your particular problem

Address

The Arctic Ice Machine Co.

CANTON, OHIO



QUALITY FIRST!

Get Better Results
use

Corcoran Wooden Tanks

756 JERSEY AVENUE

A. J. CORCORAN, Inc.
"Over Half a Century of Doing One Thing Well"

JERSEY CITY, N. J.

Packing House Chemists

CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.

OPPENHEIMER'S ANNIVERSARY.

On Friday and Saturday, December 26th and 27th, 1924, the Oppenheimer Casing Co. held a joint convention in Chicago covering their Chicago, New York and Toronto offices. This convention was in celebration of the tenth anniversary of the company's organization, and marks a rapid march of progress in the casing field.

The meeting was brought to a close by a banquet at the Hotel Windermere East on Saturday evening, December 27th, at which the guests of honor were Rev. Father T. V. Shannon, LL.D. Editor of "The New World," Oscar G. Mayer, President of the Institute of American Meat Packers; and Horace J. Bridges, the leader of the Chicago Ethical Society.

These speakers inspired the guests with what they had to say, and made the evening noteworthy both from a social and educational standpoint. Father Shannon in closing said:

"Now, I conceive of your business, with all of its ramifications, scattered all over the world, bringing in the spirit of another day—an evangelization, indeed, through ideals of business, and not for the hard facts of dollars and cents, but for the enduring facts of brotherhood and kindness and fraternity and gentleness, and the high ethics of business."

Institute President on Salesmanship.

President Oscar G. Mayer of the Institute in part said:

"Salesmanship is predicated upon your ability to conquer your protagonist, and in order to accomplish that the question of health is important; and, although it may sound like a platitude, and foolish, it is a fact that in this modern age of gasoline and wheels, and everything but

homely old-time exertion, the average man of intelligence does neglect his health. And, if I can possibly leave a word with you, I urge you gentlemen to take care—as you know you should—of the most important thing in the world, and that is your good health.

"The universe is really a duality. Outside of us is the great physical world, with all its multifarious phenomena. On the other half stands the individual, a perceiver, who to himself is just as important as the entire physical universe; and to keep that perceiving machine intact and well one must know the rules which govern the safety of that machine and follow them.

"Now, I have thought, in times past, and from time to time, of what constitutes the object of life. Being somewhat of an introspective and analytical turn of mind, and not always willing to accept everything that other people say and write, I have tried to formulate for myself what those precepts might be.

"I have never before mentioned that little precept, in public. I may have mentioned it at one time or another to your dear President, with whom I enjoy, happily, great intimacy. But, as it seems to me, and perhaps there may be a connection between this and selling casings—I do not doubt that there is—it seems to me that after all the dross and the fog is removed, perhaps what we all strive for, more or less unconsciously perhaps, is the satisfaction flowing from rounded self-development, and from cheerful courtesy, good sportsmanship and service to one's fellow men. * * *

"Your President started out ten years ago with an ideal, first of all. He has built up this magnificent organization, which also represents an ideal. The fact that this business has been successful, and magnificently successful, is merely a by-product, also, I am sure, a by-product, in his mind.

"And I want to wish the Oppenheimer Casing Co. continued success. I have not seen, in my experience, a business career, a business success, comparable to this."

TO FURNISH SMOKED SALT.

The plant of the Smoked Products Co., Cincinnati, O., which was destroyed by fire about two months ago, has been rebuilt and is about ready to resume operations. It is this plant which manufactures smoked salt by the new process, which has attracted so much attention in the industry recently.

Since the process was described and advertised in the pages of THE NATIONAL PROVISIONER the company has been flooded with inquiries concerning this product. The fire and necessary interruption of operations has prevented the filling of the many orders received.

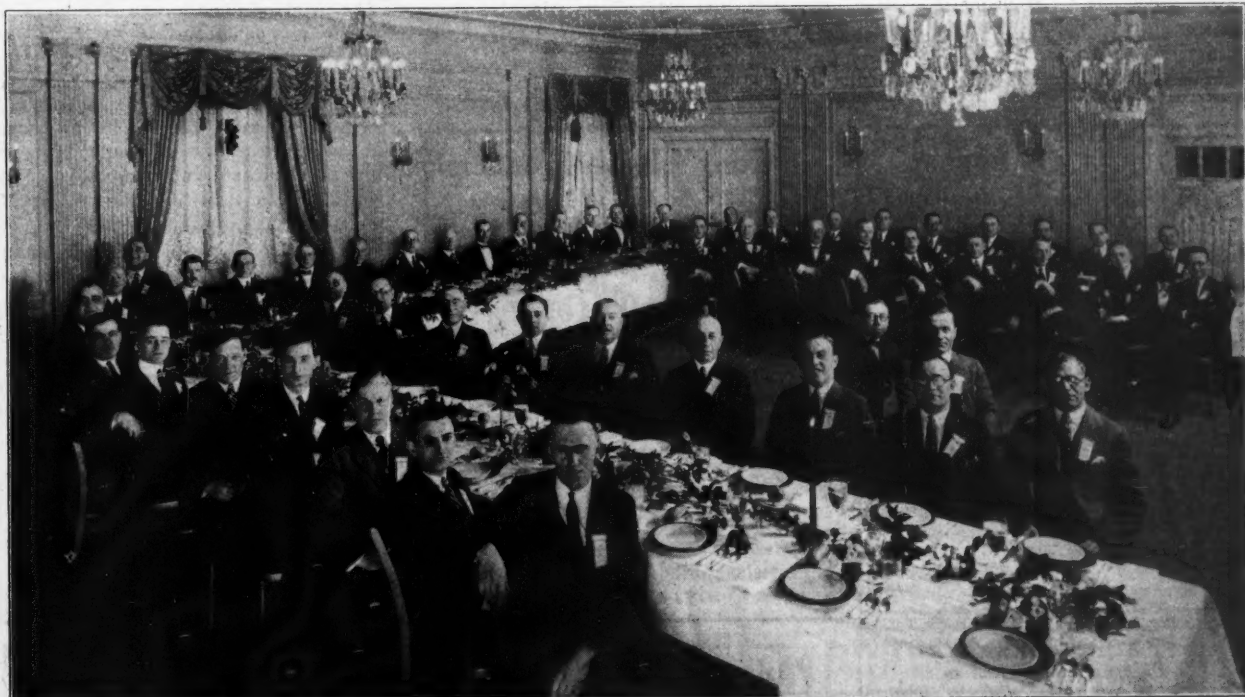
Farmers who cure meat in the winter had heard of this salt and its advantages, and orders have piled up from the farmers to such an extent during the recent weeks that it will require the capacity of the plant for some time after reopening to fill them. However, Manager Yewell Rice announces that the company will soon be in a position to furnish samples of smoked salt to packers, and to fill orders.

START NEW YEAR RIGHT.

This is what The Cincinnati Butchers' Supply Company did in 1925. Its representatives had been at the plant which they left on the last day of 1924, fully prepared to take care of their share of the big business this firm expects to do in "Boss" machines in 1925.

Very encouraging was the report of Vice-president John J. Dupps, Jr., who had returned from Albany, N. Y. He had gone there to be present at the opening of the new plant of the Albany Packing Company, which included the starting of seven carloads of "Boss" equipment which he sold them.

Packers wanting up-to-date equipment will find it to their interest to see this installation in one of the most modern plants.



GUESTS AT THE TENTH ANNIVERSARY DINNER OF THE OPPENHEIMER CASING CO.

When Harry Oppenheimer celebrated the tenth anniversary of the founding of his casings organization, with a dinner for the members of his organization at the Hotel Windermere, Chicago, on Dec. 27, he had at his left, as shown in the picture, Oscar G. Mayer, president of the Institute of American Meat Packers, and vice president of Oscar G. Mayer & Co., Chicago packers.

Chicago Section

Fred Dold, of the Jacob Dold Packing Co., Wichita, Kans., was a Chicago visitor this week.

President P. A. Jacobson, of the Interstate Packing Co., Winona, Minn., was in Chicago this week.

J. W. Rath, president of the Rath Packing Co., Waterloo, Ia., made a trip to the city this week.

President Fred Dryfus, of the Dryfus Packing & Provision Co., Lafayette, Ind., was in Chicago this week.

James G. Cowrie, of the Jacob Dold Packing Co., Buffalo, N. Y., made a trip to the city late in the week.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was a visitor to the city this week.

H. H. Smith, secretary of the Drummond Packing Co., Eau Claire, Wis., called on his Chicago friends this week.

K. C. Bonnell, of the St. Louis Butchers' and Packers' Supply Co., St. Louis, Mo., called on his Chicago friends this week.

A. H. Wyatt, manager of Armour & Company's oleomargarine department at Kansas City, was in Chicago during the week.

Howard R. Smith, president of Shafer & Co., Baltimore, Md., made one of his all-too-infrequent visits to Chicago this week.

Frank Kohrs, secretary and treasurer of the Kohrs Packing Co., Davenport, Ia., was a business visitor to Chicago during the week.

John Shaughnessy, manager of Wilson & Company's branch house at Scranton, Pa., died suddenly of pneumonia this week. He was well known in Chicago, having been connected with various plants here for several years.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 46,519 cattle, 17,038 calves, 211,712 hogs and 31,394 sheep.

"Paddy" Hughes, son of Charles S. Hughes, of the Hughes-Curry Packing Co., Anderson, Ind., was in Chicago this week. He is a chip off the old block.

Annual dues of the Chicago Board of Trade for 1925 will be \$250, an advance of \$75 over recent years. This is made necessary by the added expenditures of cotton trading and other features.

Charles F. Horan, of Arnold Bros., Inc., Chicago, left the city last Saturday on a trip to the principal Eastern cities in the interests of his firm.

A. C. Schuere, vice-president and general manager of The Vaughan Company, Chicago, manufacturers of electric meat cutters, left Saturday for a two months' trip abroad. He will visit both Great Britain and the Continent.

Oscar G. Mayer, vice-president of Oscar Mayer & Co., and president of the Institute of American Meat Packers, has been elected a member of the board of directors of the Foreman National Bank and the Foreman Trust & Savings Bank, Chicago.

Provision shipments from Chicago for the week ending January 3, 1925, with comparisons, are reported as follows:

	Last week.	Prev. week.	week, 1924.
Cured meats, lbs.	11,744,000	11,614,000	12,675,000
Fresh meats, lbs.	37,125,000	32,907,000	16,081,000
Lard, lbs.	9,389,000	11,342,000	6,151,000

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, January 3, on shipments sold out, including stock show prize beef, ranged from 6.50 cents to 21.00 cents per pound and averaged 11.10 cents per pound.

Jose Gonzalez, president of LaVencedora Company, pork packers and sausage manufacturers, located at Dubuque, Ia., was a visitor in Chicago at the end of last week. Mr. Gonzalez is on his way to Cuba on a combined business and vacation trip. His company specializes in fancy meats for shipment to Latin-American countries.

* CHICAGO PACKING CO. BURNS.

The plant of the Chicago Packing Co., Chicago, was demolished by fire early this week with a loss of around \$400,000. Immediate plans were laid for rebuilding the plant by officials of the company. Until the new structure can be occupied, the company will carry on its regular business from the Chicago Public Abattoir, 38th Place and Gage street.

Officers of the Chicago Packing Co. are: Ignatz Katz, president; G. D. Liebschutz, secretary; Howard Pearse, treasurer.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations, Investigations
1134 Marquette Bldg. CHICAGO

H. P. Henschien R. J. McLaren
HENSCHNIEN & McLAREN
Architects
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

Fred J. Anders Chas. H. Reimers
ANDERS & REIMERS
ARCHITECTS
ENGINEERS
314 Erie Bldg. Packing House
Cleveland, O. Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing etc. You Profit by Our 25 Years' Experience. Lower Construction Cost. Higher efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

Packing House Products

Oldest Brokers in Our Line

Tallow
Grease
Provisions
Oils

**The Davidson
Commission
Co.**

Tankage
Bones
Cracklings
Hog Hair

Quick Reliable Service Guaranteed
Write, phone or wire us

Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

C. W. RILEY, Jr. BROKER

2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
PACKING HOUSE & COLD STORAGE
CONSTRUCTION; CORK INSULATION &
OVER HEAD TRACK WORK.
10 Marquette Bldg. Detroit, Mich. Phone: Cherry 3750-3751

H. N. Jones Construction Co.
Engineers
San Antonio, Texas
Designs and Builds
Packing Houses
30 Years Experience

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarco

Good Business

A Corner Conducted by John W. Hall.

Concentration.

While it is a tremendous mistake to follow the lines of least resistance, to stay too long on the beaten path—nevertheless, the sooner a business organization defines closely its limitations, reorganizes its possibilities and places somewhat definitely outlined restrictions on its activities, the better off it will be.

Too much good power is wasted, too much lost motion ensues where strenuous efforts, time and money are expended on hopes that are not even bare prospects.

One must recollect that certain channels are not navigable for certain types of craft, and that better results will follow re-doubled efforts to do business with those who met you—if not half way—at least part of the way.

It's undeniable that a certain amount of new business is necessary to take care of trade that may be lost through failures, death or misunderstandings, although the latter can generally be ironed out when all concerned are followers of the Golden Rule.

Further, business lost in one direction is frequently compensated for by increased trade from successful growing outfits on your list of good clients.

But undue expansion, endeavors to keep too many eggs warm, are disastrous. Competition is the life of trade, if it is confined to competitive territory. The minute expansion touches points where the other fellow "has you beat" before you start, then the bounds of good business have been overstepped.

CHICAGO PACKERS HOG KILL.

Hogs slaughtered at Chicago by packers and others during 1924, with comparisons, are reported as follows:

	1924.	1923.	1922.
Armour & Co.	760,100	943,100	644,000
Anglo-American	384,500	410,000	361,000
Swift & Co.	896,000	1,022,500	732,800
Hammond Co.	471,100	514,000	365,800
Morris & Co.	755,500	985,500	711,500
Wilson & Co.	724,300	873,500	627,500
Boyd-Lunham	439,300	407,700	326,800
Western Pkg. Co.	773,000	700,300	684,300
Roberts & Oake	360,300	335,300	302,900
Miller & Hart	307,800	315,800	248,800
Independent Pkg. Co.	360,000	345,000	346,000
Brennan Pkg. Co.	390,300	340,000	306,000
Wm. Davies Co.	5,800	122,700	158,000
Agar Pkg. Co.	69,200	86,100	40,200
*Others	1,392,063	1,269,706	863,095
Total	8,079,263	8,061,866	6,710,295

*Hogs included in this classification includes stock slaughtered outside the stockyards.

CHICAGO 1924 SLAUGHTERS.

Slaughters of cattle, hogs and sheep at Chicago for the year 1924 by months, are reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
January	194,683	55,002	896,155	265,336
February	147,929	54,521	676,296	186,574
March	158,281	67,657	594,625	197,084
April	150,758	61,602	516,679	170,705
May	167,040	82,610	503,983	183,441
June	153,839	61,459	623,637	240,790
July	177,946	59,552	582,263	237,602
August	155,028	48,293	440,417	244,464
September	184,636	51,215	385,336	304,642
October	219,320	63,142	492,580	273,458
November	216,217	49,758	719,000	227,191
December	216,677	62,141	1,022,690	250,193
Total, 1924	2,144,654	744,932	7,453,751	2,811,540
Total, 1923	2,103,559	709,535	89,090,532	2,683,395
Total, 1922	2,075,596	721,767	6,304,338	2,600,810
Total, 1921	1,683,085	603,091	5,977,213	3,382,656
Total, 1920	1,913,536	689,337	5,869,592	2,803,080

*In 1924 "downtown" packers outside the Stockyards slaughtered 625,512 hogs; in 1923, 571,233; in 1922, 405,829; in 1921, 339,083; in 1920, 306,166, which are not included in the above figures.

CHICAGO BEEF AND LAMB KILL.

Slaughters of cattle, calves and sheep by leading Chicago packers during 1924, with comparison for 1923 and 1922, are reported as follows:

	1924.	1923.	1922.
Armour & Co.	338,612	325,913	353,770
Swift & Co.	392,637	367,639	274,450
Wilson & Co.	302,489	290,838	280,742
Morris & Co.	292,277	325,940	340,839
Hammond Co.	177,294	169,161	154,557
Libby, Mc N. & L.	98,473	73,610	61,841
Anglo-American	56,462	66,526	23,505
Total	1,628,604	1,609,238	1,589,704

	1924.	1923.	1922.
Armour & Co.	159,670	159,374	170,334
Swift & Co.	150,340	126,004	108,533
Wilson & Co.	82,629	66,640	69,870
Morris & Co.	122,338	109,020	130,457
Total	514,977	461,038	470,194

	1924.	1923.	1922.
Armour & Co.	811,247	697,443	714,152
Swift & Co.	1,024,306	972,809	867,769
Wilson & Co.	344,814	395,285	435,062
Morris & Co.	469,495	471,734	472,470
Total	2,649,864	2,537,281	2,490,353

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 29	21,845	3,189	69,461	20,430
Tues., Dec. 30	20,688	5,747	67,503	34,410
Wed., Dec. 31	10,754	2,456	43,455	23,287
Thur., Jan. 1	5,876	3,348	38,816	4,382
Fri., Jan. 2	7,406	1,481	65,377	16,373
Sat., Jan. 3	600	128	11,234	6,504
Total last week	67,229	16,750	295,846	105,386
Previous week	48,387	8,917	216,238	61,301
Year ago	61,205	13,632	244,704	79,033
Two years ago	50,247	14,051	227,677	61,396

SHIPMENTS

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 29	5,680	802	27,102	5,637
Tues., Dec. 30	5,325	378	16,072	8,538
Wed., Dec. 31	6,232	502	13,238	13,786
Thur., Jan. 1	2,632	381	15,927	6,455
Fri., Jan. 2	2,592	496	23,753	6,645
Sat., Jan. 3	401	106	9,177	105
Total last week	22,852	2,605	104,301	41,176
Previous week	21,961	2,868	77,346	24,276
Year ago	19,889	2,820	64,370	25,013
Two years ago	17,258	1,491	67,200	24,083

Receipts at Chicago Stock Yards thus far this year to Jan. 3, with comparative totals:

	1924.	1923.
Cattle	39,942	44,504
Calves	9,358	9,637
Hogs	203,427	168,130
Sheep	43,256	59,220

Combined weekly hog receipts at eleven markets for 1925 to Jan. 3, with comparisons:

	Week.	Year to date.
Week ending Jan. 3	974,000	974,000
Previous week	710,000	817,000
Corresponding week, 1924	817,000	817,000
Corresponding week, 1923	777,000	777,000

Combined receipts at seven points for the week ending Jan. 3, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending, Jan. 3	184,000	791,000	226,000
Previous week	121,000	594,000	137,000
1924	179,000	636,000	191,000
1923	164,000	643,000	185,000
1922	130,000	412,000	105,000

Combined receipts at seven markets for 1925 to Jan. 3, and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1925	184,000	791,000	226,000
1924	179,000	636,000	191,000
1923	164,000	643,000	185,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number received.	Weight lbs.	Top.	Average Price.
*Week ending Jan. 3	296,600	226	\$11.10	\$10.45
Previous week	216,238	226	10.80	9.95
1924	244,764	231	7.60	7.10
1923	237,677	235	9.00	8.50
1922	152,230	226	8.75	7.30
1921	193,724	227	10.15	9.45
1920	238,667	225	15.25	14.65
Average 1920-1924	215,400	229	\$10.15	\$ 9.40

* Saturday, January 3, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamba.
Week ending Jan. 3	\$ 9.25	\$10.45	\$ 8.25	\$17.25
Previous week	9.45	9.95	8.25	17.00
1924	9.50	7.10	7.50	13.20
1923	8.90	8.50	7.75	13.90
1922	7.00	7.30	5.10	11.60
1921	9.15	9.45	4.40	11.20
1920	14.35	14.65	10.65	18.75
Average 1920-1924	\$ 9.80	\$ 9.20	\$ 7.10	\$13.70

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Jan. 3	44,600	193,500	64,300
Previous week	26,420	138,892	37,025
1924	41,316	180,394	54,020
1923	32,869	160,477	37,363
1922	25,897	62,429	41,834

* Saturday, January 3, estimated.

Chicago packers' hog slaughters for the week ending, Jan. 3, 1925:

Armour & Co.	19,500
Anglo-American	10,100
Swift & Co.	24,400
Hammond Co.	13,000
Morris & Co.	21,200
Wilson & Co.	22,000
Boyd-Lunham	12,700
Western Packing Co.	15,600
Roberts & Oake	8,700
Miller & Hart	8,100
Independent Packing Co.	9,000
Brennan Packing Co.	7,700
Wm. Davies Co.	3,400
Agar Packing Co.	42,000
Others	217,400
Total	217,400

(For Chicago livestock prices, see page 40.)

What are standard temperatures for cooling beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
January 8, 1925.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@16 1/2
10-12 lbs. avg.	@16 1/2
12-14 lbs. avg.	@16 1/2
14-16 lbs. avg.	@17
16-18 lbs. avg.	@17
18-20 lbs. avg.	@19 1/2 ax

Skinned Hams—	
14-16 lbs. avg.	@19 1/2
16-18 lbs. avg.	@19 1/2
18-20 lbs. avg.	@19 1/2
20-22 lbs. avg.	@18
22-24 lbs. avg.	@17
24-26 lbs. avg.	@16 1/2
26-30 lbs. avg.	@15 1/2

Picnics—	
4-6 lbs. avg.	@10 1/2
6-8 lbs. avg.	@10 1/2
8-10 lbs. avg.	@10 1/2
10-12 lbs. avg.	@10 1/2
12-14 lbs. avg.	@10 1/2

Bellies—(square cut and seedless)	
6-8 lbs. avg.	@19 1/2
8-10 lbs. avg.	@19 1/2
10-12 lbs. avg.	@19 1/2
12-14 lbs. avg.	@19 1/2
14-16 lbs. avg.	@19

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	17 @18
10-12 lbs. avg.	17 @18
12-14 lbs. avg.	17 @18
14-16 lbs. avg.	17 1/2 @18 1/2
16-18 lbs. avg.	19 @20 1/2
18-20 lbs. avg.	19 @20 1/2

Boiling Hams—(house run)	
16-18 lbs. avg.	@20 1/2
18-20 lbs. avg.	@20 1/2
20-22 lbs. avg.	@20 1/2

Skinned Hams—	
14-16 lbs. avg.	18 @19
16-18 lbs. avg.	18 @19
18-20 lbs. avg.	18 @19
20-22 lbs. avg.	18 @16 1/2
22-24 lbs. avg.	18 @16
24-26 lbs. avg.	17 1/2 @15 1/2
26-30 lbs. avg.	15 @15

Picnics—	
4-6 lbs. avg.	@11 1/2
6-8 lbs. avg.	@11 1/2
8-10 lbs. avg.	@11
10-12 lbs. avg.	@11
12-14 lbs. avg.	@11

Bellies (square cut and seedless)—	
6-8 lbs. avg.	@17 1/2
8-10 lbs. avg.	@17 1/2
10-12 lbs. avg.	@17 1/2
12-14 lbs. avg.	@17 1/2
14-16 lbs. avg.	@17

Dry Salt Meats.

Extra clears, 35-45.	@15 1/2
Extra ribs, 35-45.	@15 1/2
Regular plates, 6-8.	@12
Clear plates, 4-7.	@12 1/2
Jowl butts.	@11

Fat Backs—	
8-10 lbs. avg.	@13 1/2
10-12 lbs. avg.	@14 1/2
12-14 lbs. avg.	@15 1/2
14-16 lbs. avg.	@16
16-18 lbs. avg.	@16 1/2
18-20 lbs. avg.	@16 1/2
20-25 lbs. avg.	@17

Clear Bellies—shipping age.	
14-16 lbs. avg.	@16 1/2
16-18 lbs. avg.	@16 1/2
18-20 lbs. avg.	@16 1/2
20-25 lbs. avg.	@16 1/2
30-35 lbs. avg.	@16 1/2
35-40 lbs. avg.	@16
40-50 lbs. avg.	@15 1/2

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 3, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.65	16.67 1/2	16.30	16.30
March	16.82 1/2	16.82 1/2	16.65	16.65
May	17.10	17.12 1/2	16.85	16.85
CLEAR BELLIES—				
January				16.12 1/2
May				16.50

	Open.	High.	Low.	Close.
SHORT RIBS—				
January				15.17 1/2
May	15.75	15.75	15.55	15.55

MONDAY, JANUARY 5, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.20	16.22 1/2	15.70	15.75b
March	16.45-50	16.52 1/2	15.90	15.90
May	16.85-70	16.85	16.12 1/2	16.25-30
July	17.00-16.00	17.00	16.42 1/2	16.45b
September	17.15	17.25	16.70	16.75b
CLEAR BELLIES—				
January	15.80	15.85	15.80	15.85b
May	16.45	16.45	16.40	16.40ax

	Open.	High.	Low.	Close.
SHORT RIBS—				
January	14.90	14.90	14.50	14.50n
May	15.50	15.50	15.00	15.00

TUESDAY, JANUARY 6, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.35	15.75	15.30	15.75b
March	15.90	15.95	15.87 1/2	15.95b
May	16.10-16.00	16.32 1/2	15.80	16.30
July	16.10-16.00	16.00	16.00	16.55
September	16.62 1/2-50	16.85	16.45	16.82 1/2 ax

	Open.	High.	Low.	Close.
CLEAR BELLIES—				
January	16.80	16.80	16.70	16.20n
May				16.70ax

	Open.	High.	Low.	Close.
SHORT RIBS—				
January				14.60n
May	14.95	15.10	14.90	15.10b

WEDNESDAY, JANUARY 7, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.00	16.05	15.90	15.97 1/2 b
March	16.10	16.25	16.10	16.25b
May	16.32 1/2-45	16.32 1/2	16.32 1/2	16.50b
July	16.75	16.87 1/2	16.75	16.75b
September	17.02 1/2	17.10	16.95	17.07 1/2 ax

	Open.	High.	Low.	Close.
CLEAR BELLIES—				
January				16.40n
May	16.95	16.95	16.87 1/2	16.90
SHORT RIBS—				
January				14.87 1/2 n
May	15.45	15.45	15.37 1/2	15.37 1/2 ax

THURSDAY, JANUARY 8, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.85	16.02 1/2	15.85	15.90
March				16.20ax
May	16.45-42 1/2	16.55	16.40	16.42 1/2 b
July	16.65-62 1/2	16.80	16.62 1/2	16.70
September	17.00-16.95	17.10	16.95	16.97 1/2 ax

	Open.	High.	Low.	Close.
CLEAR BELLIES—				
January				16.52 1/2 b
May				16.90b
SHORT RIBS—				
January				14.85n
May	15.35	15.35	15.35	15.35

FRIDAY, JANUARY 9, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.92 1/2	15.92 1/2	15.82 1/2	15.82 1/2 ax
March	16.07 1/2	16.17 1/2	16.07 1/2	16.10 n
May	16.42 1/2-35	16.50	16.35	16.35 b
July	16.70-62 1/2	16.75	16.60	16.60 b
September	16.90-92 1/2	17.02 1/2	16.90	16.90 b

	Open.	High.	Low.	Close.
SHORT RIBS—				
January	14.85	14.85	14.85	14.85
May	15.45	15.45	15.35	15.35ax
CLEAR BELLIES—				
January	16.75	16.80	16.75	16.80 b
May	17.00	17.07 1/2	17.00	17.05ax

"DOWNTOWN" HOG SLAUGHTERS.

Hogs slaughtered outside the Union Stockyards at Chicago by packers and others monthly during 1924, by comparisons for 1923, are reported as follows:

	1924.	1923.
January	82,420	64,438
February	75,302	44,967
March	49,132	48,451
April	43,911	42,206
May	46,544	51,624
June	49,543	60,633
July	48,298	51,633
August	26,287	35,234
September	23,119	22,847
October	29,525	32,014
November	57,008	50,622
December	94,545	66,544
Total	625,512	571,233

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, January 8, 1925, with comparisons, were as follows:

	Week ending Jan. 8	Prev. week.	Cor. week, 1923.
Armour & Co.	24,903	11,892	23,507
Anglo-Amer. Prov. Co.	14,355	6,454	11,011
Swift & Co.	29,765	15,912	22,235
G. H. Hammond Co.	17,806	8,922	13,147
Morris & Co.	26,293	14,991	26,195
Wilson & Co.	28,650	17,891	8,079
Boyd-Lunham & Co.	13,119	9,222	12,532
Western Pkg. & Pro. Co.	16,000	11,500	22,690
Roberts & Oake	8,513	6,548	11,112
Miller & Hart	9,123	6,522	10,188
Independent Packing Co.	7,860	4,840	4,642
Brennan Packing Co.	7,644	6,571	7,183
Agar Packing Co.	7,000	2,327	800
Total	204,730	123,592	173,286

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	25	18	12
Rib roast, light end	35	25	20
Chuck roast	30	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	48	35	22
Steaks, porterhouse	55	40	25
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12 1/2
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb

	Good.	Choice.
Hindquarters	45	21
Butts	12 1/2	10
Chops, shoulder	24	20
Chops, rib and loin	00	..
Legs	24	..
Stew	30	..
Shoulders	18	..
Chops, rib and loin	30	..

Mutton.

	Good.	Choice.
Legs	24	..
Stew	30	..
Shoulders	18	..
Chops, rib and loin	30	..

Pork.

	No. 1.	No. 2.	No. 3.
Loins, whole 8@10 avg.	21	@22	..
Loins, whole, 10@12 avg.	19	@20	..
Loins, whole, 12@14 avg.	18	@19	..
Loins, whole, 14 and over.	17	@18	..
Chops	24	@25	..
Shoulders	22	@23	..
Butts	20	@21	..
Spareribs	18	@19	..
Hocks	12	@13	..
Leaf lard, unrendered	..	@20	..

Veal.

	No. 1.	No. 2.	No. 3.
Hindquarters	16	@25	..
Forequarters	9	@15	..
Legs	25	@35	..
Breasts	14	@18	..
Shoulders	10	@20	..
Cutlets	..	@50	..
Rib and loin chops	..	@35	..

Butchers' Offal.

	No. 1.	No. 2.	No. 3.
Suet	..	@1	..
Shop fat	..	@1	..
Hones, per 100 lbs.	..	@50	..
Calf skins	..	@19	..
Kips	..	@15	..
Beacons	..	@12	..

CURING MATERIALS.

	Bbls.	Per 100 lbs.
Double refined saltpetre, gran., L. O. L.	6½	6½
Crystals	7½	7½
Double refined nitrate of soda, f. o. b.		
N. Y. & S. P. carloads	4	3½
Less than carloads, granulated	4½	4½
Crystals	5½	5½
Kegs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8½
Crystal to powdered, in bbls., in 5-ton lots or more		
In bbls. in less than 5-ton lots	9½	9½
Borax, carloads, powdered, in bbls.	5	4½
In ton lots, gran. or powdered, in bbls.	5½	5½
Salt—		
Granulated, car lots, per ton f. o. b. Chicago, bulk		\$ 8.30
Medium, car lots, per ton f. o. b. Chicago, bulk		9.80
Rock, car lots, per ton, f.o.b., Chicago		5.85
Sugar—		
Raw Sugar, 96 basis		@4.80
Second sugar, 90 basis		@4.75
Syrup, testing 63 to 65 combined sucrose and invert		@0.30
Standard granulated, f. o. b. refiners (net)		\$6.30@6.50
Plantation, granulated, f. o. b. New Orleans (less 2%)		@5.90
Choice clarified, f. o. b. New Orleans (net)		@5.50

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ending Jan. 10.	Cor. week 1924.
Prime native steers.....	19	@21	18 @21
Good native steers.....	18	@18 1/4	16 @18
Medium steers.....	14	@16	12 @16
Heifers, good.....	13	@18	13 @18
Cows.....	7	@11	8 @12
Hind quarters, choice.....	27	@25	
Fore quarters, choice.....	15	@15	

Beef Cuts.

Steer Loins, No. 1.....	@32	@36
Steer Loins, No. 2.....	@30	@30
Steer Short Loins, No. 1.....	@45	@47
Steer Short Loins, No. 2.....	@40	@42
Steer Loin Ends (hips).....	@23	@28
Steer Loin Ends, No. 2.....	@22	@27
Cow Loins.....	12 @20	12 @23
Cow Short Loins.....	@30	@30
Cow Loin Ends (hips).....	@18	@18
Steer Ribs, No. 1.....	@23	@27
Steer Ribs, No. 2.....	@22	@26
Cow Ribs, No. 1.....	@23	@23
Cow Ribs, No. 2.....	@16	@20
Cow Ribs, No. 3.....	@9	@9
Steer Rounds, No. 1.....	@14	@14
Steer Rounds, No. 2.....	@13 1/2	@13 1/2
Steer Chucks, No. 1.....	@12	@12
Steer Chucks, No. 2.....	@11	@12
Cow Rounds.....	@11	9 @12
Cow Chucks.....	@8	7 @9
Steer Plates.....	@10	@9
Medium Plates.....	@9 1/2	@8 1/2
Briskets, No. 1.....	@16	@16
Briskets, No. 2.....	@12	@12
Steer Navel Ends.....	@7	7 1/2 @8
Cow Navel Ends.....	@5 1/2	5 @6
Fore Shanks.....	@5 1/2	@5
Hind Shanks.....	@5 1/2	@4 1/2
Rolls.....	@18	18 @22
Strip Loins, No. 1, boneless.....	@55	@60
Strip Loins, No. 2.....	@50	@50
Strip Loins, No. 3.....	@40	@15
Sirloin Butts, No. 1.....	@30	@30
Sirloin Butts, No. 2.....	@25	@25
Sirloin Butts, No. 3.....	@18	@18
Beef Tenderloins, No. 1.....	@75	@70
Beef Tenderloins, No. 2.....	@65	@60
Rump Butts.....	@17	16 @17
Flank Steaks.....	@17	@17
Shoulder Clods.....	@15	12 @15
Hanging Tenderloins.....	@10	@8

Beef Products.

Brains, per lb.....	9 @10	8 1/2 @10
Hearts.....	20 @6 1/2	20 @6
Tongues.....	38 @42	29 @40
Sweetbreads.....	38 @42	29 @40
Ox-Tail, per lb.....	10 @11	7 1/2 @10
Fresh Tripe, plain.....	4 @4	4 @4
Fresh Tripe, H. C.....	4 @6 1/2	4 @6 1/2
Livers.....	9 @10	6 @8
Kidneys, per lb.....	8 @8	8 1/2 @8 1/2

Veal.

Choice Carcass.....	18 @20	21 @22
Good Carcass.....	14 @17	18 @20
Good Saddle.....	18 @28	25 @30
Good Backs.....	12 @14	12 @14
Medium Backs.....	6 @8	6 @8

Veal Product.

Brains, each.....	9 @11	49 @10
Sweetbreads.....	52 @60	30 @56
Calf Livers.....	35 @37	30 @35

Lamb.

Choice Lambs.....	@30	@25
Medium Lambs.....	@28	@23
Choice Saddle.....	@31	@28
Medium Saddle.....	@29	@25
Choice Fores.....	@26	@20
Medium Fores.....	@24	@18
Lamb Fries, per lb.....	31 @32	30 @31
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@11	@10
Light Sheep.....	@16	@13 1/2
Heavy Saddle.....	@14	@12
Light Saddle.....	@18	@16
Heavy Fores.....	@8	@9
Light Fores.....	@14	@12
Mutton Legs.....	@21	@18
Mutton Loins.....	@14	@12
Mutton Steaks.....	@10	@7
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@15	@12
Pork Loins, 8@10 lbs. avg.....	@17	@16
Leaf Lard.....	@16	@13 1/2
Tenderloin.....	@38	@40
Spare Ribs.....	@11	@7 1/2
Butts.....	@15 1/2	@11 1/2
Hocks.....	@12 1/2	@9 1/2
Tails.....	@12 1/2	@7
Snouts.....	@6 1/2	@7
Pigs' Feet.....	@5 1/2	@4 1/2
Pigs' Heads.....	@8	@8
Blade Bones.....	@8 1/2	@7
Blade Meat.....	@12	@11 1/2
Hog Livers, per lb.....	6 @7	4 1/2 @7
Neck Bones.....	@4	@3
Skinned Shoulders.....	@13	@10
Pork Kidneys, per lb.....	@9	@9
Slip Bones.....	@9	@9
Tail Bones.....	@9	@9
Brains.....	@14	@12
Back Fat.....	@16 1/2	@13
Hams.....	@19	@16
Calas.....	@14	@9
Belies.....	@22	@16

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@26
Country style sausage, fresh, in link.....	@18
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@21
Mixed sausage, fresh.....	@14 1/2
Frankfurts in pork casings.....	@14
Frankfurts in sheep casings.....	@17 1/2
Bologna in beef bungs, choice.....	@15 1/2
Bologna in beef middles, choice.....	@14 1/2
Bologna in cloth, paraffined, choice.....	@14 1/2
Liver sausage in hog bungs.....	@18 1/2
Liver sausage in beef rounds.....	@12
Head cheese.....	@13
New England luncheon specialty.....	@22
Liberty luncheon specialty.....	@18
Mixed luncheon specialty.....	@14 1/2
Tongue sausage.....	@22 1/2
Blood sausage.....	@16 1/2
Polish sausage.....	@15 1/2
Souse.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@46
Cervelat, new condition, in hog bungs.....	@16
Thuringer Cervelat.....	@21
Farmer.....	@27
Holsteiner.....	@25
B. C. Salami, choice, in hog bungs.....	@45
Milano Salami, choice, in hog bungs.....	@45
B. C. Salami, new condition.....	@21
Frisses, choice, in hog middles.....	@38
Genoa style Salami.....	@55
Peperoni.....	@36
Mortadella, new condition.....	@36
Capiccoli.....	@50
Italian style hams.....	@38
Virginia style hams.....	@38

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50

SAUSAGE MATERIALS.

Regula pork trimmings.....	11 @11 1/2
Special lean pork trimmings.....	11 1/2 @12 1/2
Extra lean pork trimmings.....	13 @13 1/2
Neck bone pork trimmings.....	11 @11 1/2
Pork cheek meat.....	6 1/2 @7
Pork hearts.....	3 @3 1/2
Fancy boneless bull meat, hvy.....	8 1/2 @8 1/2
Boneless chucks.....	6 @6 1/2
Shank meat.....	6 @6
No. 1 beef trimmings.....	5 1/2 @6
Beef hearts.....	@3 1/2
Beef cheeks trimmed.....	@4 1/2
Dr. can. cows, 300 lbs. and up.....	5 1/2 @5 1/2
Dr. cutters, 350 lbs. and up.....	5 1/2 @6 1/2
Dr. bologna bulls, 500-700 lbs.....	7 @7 1/2
Beef tripe.....	2 1/2 @3
Cured pork tongues (Canner trim).....	11 1/2 @12

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce, per set.....	@19
Beef rounds, export, 225 sets, per tierce, per set.....	@27
Beef middles, 110 sets, per tierce, per set.....	@1.15
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	@24
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	@16
Beef weasands, No. 1, per piece.....	@17
Beef weasands, No. 2, per piece.....	@16
Beef bladders, small, per doz.....	@90
Beef bladders, medium, per doz.....	@1.70
Beef bladders, large, per doz.....	@1.70
Hog casings, medium, F. O. B., per lb.....	@1.25
Hog casings, extra narrow, selected, per lb.....	@1.25
Hog middles, without cap, per set.....	@16
Hog middles, with cap, per set.....	@18
Hog bungs, export.....	@22
Hog bungs, large, prime.....	@22
Hog bung, medium.....	@12
Hog bungs, small, prime.....	@6 1/2
Hog bungs, narrow.....	@3 1/2
Hog stomachs, per piece.....	@10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Pork tongues, 200-lb. bbl.....	53.00
Lamb tongues, long cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

BARRELED PORK AND BEEF.

Mess pork, regular.....	32.00
Family back pork, 20 to 34 pieces.....	32.50
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	35.50
Clear plate pork, 25 to 35 pieces.....	29.00
Clear plate pork, 35 to 45 pieces.....	28.50
Bean pork.....	27.50
Brisket pork.....	28.50
Plate beef.....	19.00
Extra plate beef, 200 lb. barrels.....	20.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57 1/2 @1.00
Oak pork barrels, black iron hoops.....	1.77 1/2 @1.80
Ash pork barrels, galv. iron hoops.....	1.77 1/2 @1.80
Red oak lard tierces.....	2.35 @2.40
White oak lard tierces.....	2.55 @2.60
White oak ham tierces.....	2.90 @2.90

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@26
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@22 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	@21
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@17

DRY SALT MEATS.

Extra short clears.....	@16
Extra short ribs.....	@16
Standard regular hams, 16@18 lbs. avg.....	@15 1/2
Clear bellies, 14@16 lbs.....	@15 1/2
Clear bellies, 18@20 lbs.....	@16 1/2
Clear bellies, 25@30 lbs.....	@16 1/2
Rib bellies, 20@25 lbs.....	@16 1/2
Rib bellies, 25@30 lbs.....	@16 1/2
Fat backs, 10@12 lbs.....	@14 1/2
Fat backs, 12@14 lbs.....	@15 1/2
Fat backs, 14@16 lbs.....	@16
Regular plates.....	@12
Butts.....	@11

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@24 1/2
Skinned hams, fancy, 16@18 lbs.....	@26
Standard regular hams, 12@16 lbs.....	@23 1/2
Picnics, 6@8 lbs.....	@16 1/2
Standard bacon, 8@12 lbs.....	@25 1/2
Standard bacon, 4@8 lbs.....	@25
Standard bacon, 12@14 lbs.....	@25
Standard bacon strips, 6@7 lbs.....	@25 1/2
Cooked ham, choice, skin on, surplus fat off, smoked.....	@34
Cooked hams, choice, skinned, surplus fat off.....	@35
Cooked hams, choice, skinned, surplus fat off.....	@35
Cooked picnics, skin on, surplus fat off.....	@37
Cooked picnics, skinned, surplus fat off.....	@37
Cooked loin roll, smoked.....	@37

ANIMAL OILS.

Prime lard oil.....	18 @18 1/2
Extra winter strained lard.....	17 1/2 @18
Extra lard oil.....	15 1/2 @16
Extra No. 1 lard.....	14 @14 1/2
No. 1 lard oil.....	13 1/2 @14
No. 2 lard oil.....	13 @13 1/2
Pure neatfoot oil.....	15 @15 1/2
Extra neatfoot oil.....	14 @14 1/2
No. 1 neatfoot oil.....	13 1/2 @14
Acidless tallow oil.....	13 @13 1/2

FERTILIZERS.

Blood, ground.....	3.50 @3.00
Hooch.....	9.00 @3.00
Ground tankage, 11 to 12%.....	2.90 @2.80
Ground tankage, 6 to 10%.....	2.60 @2.80
Crushed and unground tankage.....	2.00 @2.00
Ground raw bone, per ton.....	25.00 @28.00
Ground steamed bone, per ton.....	20.00 @24.00
Unground steamed bone.....	15.00 @17.00
Unground bone tankage.....	13.00 @15.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average.....	\$250.00 @300.00
No. 2 horns, 40 lb. average.....	200.00 @210.00
No. 3 horns.....	140.00 @150.00
Horns, black and striped.....	40.00 @45.00
Horns, white.....	50.00 @55.00
Round shin bones, heavies.....	75.00 @80.00
Round shin bones, lights and med.....	60.00 @70.00
Flat shin bones, lights and heavy.....	45.00 @55.00
Thigh bones, heavies.....	65.00 @75.00
Thigh bones, lights and med.....	55.00 @60.00
Buttock bones.....	40.00 @45.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

LARD (Unrefined).

Prime, steam, cash tierces.....	@15.95
Prime, steam, loose.....	@15.10
Leaf, raw.....	@14.75
Neutral lard.....	@18.25

LARD (Refined).

Pure lard, kettle rendered, per lb.....	@15.25
Pure lard, tierces.....	@15.25
Compound.....	@13.00

OLEO OIL AND STEARINE.

Oleo oil, extra.....	15 1/2 @15 1/2
Oleo stock.....	14 @14 1/2
Prime No. 1 oleo oil.....	13 @13 1/2
Prime No. 2 oleo oil.....	12 1/2 @12 1/2
No. 3 oleo oil.....	11 1/2 @12
Prime oleo stearine, edible.....	11 1/2 @11 1/2

TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	10 1/2 @11
Fancy tallow, under 2% acid, 45 titre.....	10 1/2 @11
No. 1 tallow, basis 10% f.f.a., 42@43 titre.....	10 @10 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8 1/2 @8 1/2
Choice white grease, max. 4% acid, low Chicago.....	12 @12 1/2
B-White grease, max. 5% acid.....	9 1/2 @9 1/2
Yellow grease, 12-15 f.f.a.....	9 1/2 @9 1/2
Brown grease 40 f.f.a.....	8 1/2 @8 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Valley points.....	9 1/2 @9 1/2
White, deodorized, in brls., c.a.f. Chicago.....	12 @13
Yellow, deodorized, in brls.....	12 1/2 @12 1/2
Soap stock, 50 f.f.a. basis, f.o.b. mills.....	3 1/2 @3 1/2
Corn oil in tanks, f.o.b. mills.....	10 1/2 @10 1/2
Soya Bean oil, sellers' tank, f.o.b. coast.....	@11 1/2
Cocunut oil, Sellers tank f.o.b. coast.....	10 @10 1/2
Refined in brls., c.a.f. Chicago.....	12 1/2 @13

Retail Section

What the Retailer Needs Most

Salesmanship Appears to Be His Greatest Need—How to Get More Business

The meat retailer has learned a lot about his business during the past year, especially through studies made on costs and expenses of doing business.

Figures made public through the Secrist reports, the Lindquist articles, and other material published in THE NATIONAL PROVISIONER show that it has cost the unsuccessful retailer too much to do business.

He must increase his sales and decrease his overhead to come out on the winning side.

These conclusions are confirmed in the series of articles written for THE NATIONAL PROVISIONER by a well known trade expert, of which the following is the fourth.

The first article appeared Jan. 5, 1924, and discussed the trouble with the retail meat business—**too many retailers who are not good business men.** It pointed out that salesmanship was a prime factor in remedying this situation, and gave 17 ways to increase business.

The second article appeared Feb. 23, 1924. It discussed certain fundamentals of sales expansion and how they work out. **It showed how to figure out business,** and what questions to ask yourself before going after new business.

The third was printed April 17, 1924, and gave seven rules to impress on your clerks. These can be summed up in the two words: **"Practice Salesmanship!"**

The fourth in the series, printed here, goes deeper into the question of **good salesmanship as practiced by the clerk.** A number of valuable hints are brought out that will be well worth the while of any clerk who hopes to better himself.

How to Get More Retail Business

Written for The National Provisioner by A. C. Schueren.

In the previous articles of this series, fundamental rules were pointed out as to the way to increase retail sales. It is well to present them again in condensed form:

1. Look upon your trade as the producers of your income, and the income of your clerks.
2. Practice courtesy.
3. Extend the greeting of the day to your customers, instead of calling to them "Next, please!"
4. A pleasant "Thank you" for every sales transaction.
5. Never argue with a customer.
6. Address all customers by their names, and if name is not known, try and find it out.
7. Never ask a customer "Is that all," but "What else do you wish, Mrs. Customer?"

To sum it all up in two words: **Practice Salesmanship!**

Unfortunately, the great majority of men behind the counter seem to think that they are primarily "meat cutters," and that they are supposed "to wait on the trade."

Teach Clerks How to Sell.

The quicker this thought is dispelled from the mind of the clerk, the better it is for the owner. The clerk must be given to understand that, besides cutting

meats, his prime function is that of "selling" meats, or any other product which is sold in the store.

"Salesmanship" does not mean that a customer should be sold more than can be reasonably consumed, but to see that the maximum needs of the customer are met, and to create a desire for particular meats.

An Example of Good Salesmanship

As an illustration, the writer witnessed a sale of some breakfast bacon to a lady. After putting up the bacon the clerk called the customer's attention to their fresh eggs, and sold her a dozen.

After the transaction was made, the writer noticed the lady going into the grocery store, where she would have bought her eggs if the clerk had not called her attention to it while in the meat shop.

This may be called an example of good and creative salesmanship.

Through national advertising many breakfast foods have become serious competitors to meats for breakfast purposes, and salesmanship by the clerk can get meats back again on the American breakfast table.

Create a Desire for Meats.

It is up to the man behind the counter to create a desire for meats, and it should be practiced by the clerks. How can this be done? By training, by practice and by encouragement of the owner the clerk will soon realize that selling has a fascination which gives much pleasure to business.

It is a pleasure to watch the retail meat salesmen behind the counter call the

trade's attention to various meats, and make suggestions which result into profitable sales.

The writer, in visiting markets throughout the country, has seen many examples of salesmanship practiced by clerks, or rather retail meat salesmen.

Mrs. Smith had just bought her dinner meat, and John remarked: "Mrs. Smith, do you like calf's liver for breakfast? We have some dandy fresh calf's liver in today." John showed the nice liver and Mrs. Smith said that she had figured on having cakes for breakfast, but she bought a pound of calf's liver—and a half pound of sliced bacon besides!

Clerks' Pay Depends on Sales.

While in the store, the writer noticed that all of the three clerks were practicing salesmanship. If they did not have exactly the cuts or kinds of meats the customer wanted, they suggested pleasantly something else, and always they offered additional products:

"Did Mrs. X ever try their sausage meat?"

"Did Mrs. X like veal croquettes for breakfast?"

By talking to the owner of the shop, the writer learned that the men are compensated according to sales. They received a fixed salary, and then an additional compensation over and above a given volume of sales.

This method of compensation prevails in many retail industries, but is sadly lacking in the retail meat trade.

It must be remembered that there must be an incentive to do more or to sell more. If one man sells 25 per cent more than another, and receives the same salary as the other man, then there is hardly any reason for him to exert himself.

But here again we find the common objection of the retailer that "his trade is different" or that "his trade wants what they want," or the objection of ninety-nine out of a hundred retailers: "That may be all right for some other shop," but not for his own!

Must Sell Meat to Make Money.

When will the meat retailer wake up and realize that he is in the meat business?

No matter whether he has the finest prime beef shop, a neighborhood store or a transient market, his profits are made by selling meat. And it doesn't matter if he is selling squabs to Mrs. Morganbilt, or an Irish turkey to Mrs. Pat Murphy—he must realize that he is in business to sell meats!

Good salesmanship can overcome many evils in the industry, and especially the one which is so prevalent in many parts of the country—the lack of forequarter beef sales.

What advertising and salesmanship could do was shown when various organizations conducted a campaign to push these meats, and with good results. But

it's the individual retailer who can work out his own solution by selling his forequarter meats.

As it is now whether a lady customer wants a first-cut rib roast or a piece of round for pot roast, Mr. Retailer says nothing, but simply hands it out! Is it mental laziness on the part of the average retailer?

A Way to Push Meat Sales.

Progressive retail meat men have found ways to sell their forequarters, and at the same time have helped to reduce the meat bill of the customer.

How do they do it? By calling the attention of the trade to the less expensive cuts, and by breaking away from old-fashioned traditions.

What is this tradition? It's the name of the piece of meat.

All of us human beings are more or less vain. Mrs. Customer knows that a "T" bone or sirloin steak costs more money—we all like to have the best, even if pocketbooks don't allow it. Chuck steak or shoulder steak sounds a little cheap, doesn't it?

But why, Mr. Retailer, call a piece of meat "chuck steak?" Who gave it that name? Why is it called chuck steak? Who invented that name "chuck" which Mrs. Housewife has come to consider an inferior piece of meat?

It was simply lack of salesmanship on the part of the retailer.

How One Retailer Does It.

There is a retailer on the East Side of New York City who is selling his "special" steaks, as he calls them, at the same price as sirloins. And why not? Because he doesn't label them "chuck" steaks, but calls them "Our Specials"—and gets the price!

He splits his chuck into upper and lower part, slices them in even nice steaks, and trims them fairly. He is buying extra chucks of good prime beef at a low figure, and he sells his steaks at a real profit.

The funny part of it is that this retailer is not a meat man, but was in the butter and egg commission business before taking over this market. He bought straight cattle formerly, but now sells more chucks than hinds.

The good business man—the salesman—knows human nature and appeals to it.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

If such names as "chucks" or "shoulder steak" were eliminated, and retailers would invent other names and raise the price to cost plus, they would soon realize that this prejudice can be overcome.

Why not call it a "Princess steak," or

any other good name, just to get away from a name the public associates with cheapness? Why not, Mr. Retailer?

[In his next article Mr. Schueren will discuss "Sales Contracts" as a means of stimulating retail salesmen.]

Pittsburgh Has Some Good Selling Ideas

Startling confirmation of the advice on salesmanship given by Messrs. Lindquist, Schueren and other writers in the pages of THE NATIONAL PROVISIONER comes from Pittsburgh.

In last week's issue THE NATIONAL PROVISIONER reported the activities of the Retail Meat Dealers' Association of Allegheny County (Pittsburgh), Pa., including meetings at which meat demonstrations were features.

In a letter to THE NATIONAL PROVISIONER this week President A. A. Lloyd of the Pittsburgh association says:

Butcher Doesn't Push Sales.

"These affairs are proving beneficial, not only to members, but to the meat industry in general. They have demonstrated that there is a really great need for an educational campaign to enlighten the housewife as to the facts regarding meats. Great surprise has been expressed when certain lesser known cuts were demonstrated, indicating that there are many consumers who really have no knowledge of lesser known cuts, which seems to establish the fact that the retailer himself is more or less responsible for the conditions, through failure to use salesmanship—or rather, by not putting forth an effort to dispose of the lesser-known cuts.

"The Pittsburgh butcher as a rule does not figure that it is to his advantage to push the sale of these cuts, but clings to the idea that he should give his customer just what she asks for, regardless of the cost to her. So it seems that the proper procedure to alleviate this trade evil is through an educational campaign, which we believe will create a demand for these cuts.

Women Will Buy if Shown.

"These demonstrations have proven that the housewife will buy the lesser known cuts if they are placed before her. In

many instances, after giving a demonstration, all the lesser-known cuts were disposed of at the meetings, and perhaps at a price above what the same cuts could have been purchased for from the neighborhood butcher.

"Our demonstration at the John Morrow School, held under the auspices of the Women's Community Club of the 27th Ward on January 5, was attended by more than 150 housewives, and judging from the enthusiasm shown, it was a big boost for the meat industry in general, and a benefit to all concerned.

"This same club has asked for a lamb and veal demonstration, which will be given in the near future. Also other demonstrations are being arranged for.

Value of Meat Demonstration.

"According to Mr. J. J. McAleese of the Pittsburgh Provision and Packing Company, who attended the demonstration on January 5, we should by all means continue this work and extend it to all sections of our territory. He says:

"This demonstration was conducted in a manner which should be pleasing to all engaged in the distribution of meat products. The explanation of the various cuts were given in a clear and concise manner.

"The demonstration of the difference in weight and price of trimmed and untrimmed cuts showed conclusively why the prices of the same cuts vary so much in different markets. The attendance and enthusiasm establishes the fact that the housewife is willing to learn more about the meat industry, and I feel that the packers of Allegheny County should co-operate with the Retail Meat Dealers' Association in this constructive work."

"These demonstrations are arranged for by our business agent. The cutting demonstration is given by Dan. E. Schlarp, 132 Brownsville Road, Mt. Oliver Station, Pittsburgh, and the lecture by George J. Kurtz, Jr., 203 N. St. Clair St., Pittsburgh, the secretary of our local association.

YORK Self-Contained Refrigerating Machines

are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration. The complete machine is mounted on a rigid cast-iron base—easy to install. easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

Write for Bulletin No. 70.

YORK MANUFACTURING CO.
Ice Making and Refrigerating Machinery Exclusively.
YORK, PENNA.



New York Section

L. M. Lester, beef department, Swift & Company, Chicago, was in New York a couple of days this week.

O. Andresen, sales manager of Allied Packers, Inc., in New York, is on a business trip to Chicago this week.

F. Edson White, president of Armour and Company, was in New York for a few days the latter part of last week.

S. Stern, who was with B. Frankfield & Company for a number of years, has become affiliated with the Bronx Provision Company.

F. N. Sampson, manager of the beef department, John Morrell & Co., Sioux Falls, S. D., was a visitor to the city this week.

W. Diesing, head of the beef department, Cudahy Packing Company, Omaha, Neb., was a visitor to New York during the week.

Mr. Aloe, of the Cleveland Kleen-Kut Manufacturing Company, Cleveland, was a caller at the office of the A. C. Wicke Company and spent a few days in New York this week.

B. O. Gibbs, manager of the New York district, John Morrell & Company, has returned from a trip to Ottumwa, Iowa, where he attended the conferences of the sales organization.

The sales organization of John Morrell & Co., are holding annual conferences. One was held at Philadelphia on Friday, January 9; in New York, Saturday, January 10, and in Boston, Saturday, January 17. The conferences will be attended by Messrs. W. S. Thompson and A. T. Dennis, of the Ottumwa, Iowa, headquarters.

B. Meier & Son, of Westchester Avenue, have just started in the pork packing business and have recently completed a new addition to their buildings which will enable them to handle 200 to 300 hogs daily in the near future. This will be in addition to their regular business of bologna manufacturing, ham boiling and curing of meats.

A meeting of the New York City Group of the National Butchers' & Packers' Supply Association will be held at the Cafe Opera on Monday evening, January 12th. A dinner will precede the business session, and as this is the last meeting prior to the national convention at St. Louis, January 28th and 29th, a large attendance is anticipated.

George Schaefer, a member of Ye Olde New York Branch, United Master Butchers of America, died recently at the age of 71. He was one of the first members of the old West Side Branch of the association. Mr. Schaefer was in business for about 30 years, retiring 10 years ago, at which time he was made an honorary member of the association.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 3, 1925: Meat—Manhattan, 581 lbs.; Brooklyn, 4 lbs.; Bronx, 45 lbs.; Total, 630 lbs. Fish—Brooklyn, 25 lbs. Poultry and Game—Manhattan, 28 lbs.

Morris Savitt, formerly assistant general manager with A. Fink & Sons, Newark, is now connected with B. Meier &

Son in the same capacity. Mr. Savitt has found the answer to his question to the mind-reader at the shore dinner of the Institute of American Meat Packers at Atlantic City in 1923, as to who, when and where. The event took place the latter part of December!

The Hoico Fellowship Club of New York, consisting of members of the New York staff of the J. S. Hoffman Co., Inc., held their annual meeting at 181 Franklin St., New York City, on December 20th, at which the following officers were elected for the year 1925: President, Ben Levy; vice-president, Wm. Lowe; treasurer, M. Greenberg; secretary, Miss Irene Rice; board of governors: S. Salinger, I. Myers, F. R. Terrel, M. Blumberg, and L. Lesser. This is a real, live organization which keeps up a fine spirit and gets results accordingly.

The first meeting of the year of most of the branches of the United Master Butchers of America in Greater New York is given over to the installation of officers and the South Brooklyn Branch followed the usual course at its meeting on Tuesday evening of this week. The officers installed for the year 1925 were: President, Louis Bender; vice-president, John Harrison; treasurer, Fred Grimm; financial secretary, Gus Fraederich; recording secretary, Jos. Rossman; warden, Ed Lewis; orator, P. Naughton, three-year trustee, Wm. Pratt. The installing officer was the popular and ever-reliable David van Gelder.

A dinner was tendered to the sales force of the A. C. Wicke Manufacturing Company by the firm recently. The principal speaker was A. C. Wicke; and characteristic of him, his talk was very brief and instructive. He has always been more of a worker than an orator. Modestly he sketched his rise to the head of a rather powerful organization. He stressed the fact that complete satisfaction to the customer, irrespective of cost or inconvenience, was the means of making not only life-long customers, but life-long friends. He was followed by C. E. Wicke, treasurer; Leo Trilling, secretary and general sales manager; J. J. Morrow, vice-president; L. M. Edwards, sales manager, fixture department; J. Poth, B. B. Lincoln, P. J. Wagner and A. Sigerist.

NEW YORK BRANCH MEETING.

Interesting talks and demonstrations, discussion of current topics pertaining to the trade as to local conditions, and the proposal and election of six new members constituted the principal order of business at the meeting of Ye Olde New York Branch, United Master Butchers of America, on Tuesday evening of this week.

R. F. Fulton, a stock-raiser in the western part of Virginia, gave a very interesting talk on the subject of raising the better grade of beef as applied to his section of the country, due to climatic condition, soil, the famous blue grass, etc. Most of the raisers in that section ship direct to England. Mr. Fulton stated it as his opinion that the present system of the distribution of beef was the cause of high prices to consumers. He also stated his belief that the production of beef in the United States was on the decline, although he had no official figures to confirm that belief. Mr. Fulton seemed to base his belief on the increase in population compared with the amount of production per acre. He also mentioned that it was more

profitable for the farmer to produce beef than any other animal, with the exception of the hog.

After this talk there were several demonstrations.

Joseph Eschelbacher, the newly-elected president of the Washington Heights Branch, was a visitor and spoke on several important subjects of interest to the trade.

President George Kramer called attention to the series of pamphlets on talks to retailers issued by the Department of Agriculture. He stressed the necessity of every retailer becoming more familiar and scientific in the conduct of his business.

Announcement of the dinner and dance of the Bronx Branch and the Washington Heights Branch was made, and the indications are that there will be a large attendance at both of these affairs from Ye Olde New York Branch.

BRONX BRANCH INSTALLS.

The installation of officers by state president Moe Loeb was the outstanding feature of the meeting of the Bronx Branch, United Master Butchers of America, on Wednesday evening of this week. The officers of the Branch for the year 1925 are: President, Philip Gerard; first vice-president, L. Spandau; second vice-president, E. Ritzman; third vice-president, Otto Epler; fourth vice-president, Thalman Papp; treasurer, Fred Vogelsang; recording secretary, John Schulz; financial secretary, John McCustin; warden, Julius Reinhardt; orator, Frank Ruggiero; attorney, Henry Roistacher; business manager, Fred Hirsch; trustees: F. Wehnes, D. Hirsowitz, G. Backes, R. Schumacher, F. Pinnow, A. Kellerman, M. Roth, W. Ribbecke, Chas. Zettl and Chas. Barth.

Business Manager Fred Hirsch, reporting on the annual dinner and dance to be held at Ebling's Casino on Sunday, January 25th, states that the advance sale of tickets and space in the annual program indicates the affair will be the best ever. In addition to the novelty of holding the dinner on a Sunday, it is announced many high class specialties will be introduced.

The mutual glass fund report showed that while there were a number of breakages during the year, there would be a saving to the members of some 50 per cent.

CLEVELAND RETAILERS ELECT.

The officers elected by the Cleveland Retail Meat Dealers Association for 1925 were installed at the last meeting. A. S. Pickering was in charge of the ceremony, which he conducted in his usual impressive style.

Those installed were: President—Chas M. Kroh.

1st Vice-president—Geo. Bubel.
2nd Vice-president—Gust. Hildebrandt.
Secretary—Arthur Wells.
Financial Secretary—Al Pickering.
Treasurer—Robert Wagner.
Master at Arms—Wm. Graff.
Inside Guard—Earl Appleby.
Outside Guard—Ted Rasch.
Trustees—Chas. Haag, Louis Aickel, Geo. Schnell and Gottlieb Mueller.

Roy C. Lindquist, author of the series of articles on "Retail Bookkeeping" and "Retail Meat Cutting Tests" which have appeared in THE NATIONAL PROVISIONER, gave a splendid talk on the methods of retailing meats. Mr. Lindquist is working with the Department of Agriculture and Northwestern University of Chicago, and will remain in Cleveland about a month studying efficient and inefficient methods of retailing meats.

To speed up chopping, use "Enterprise" No. 166

It has a capacity, per hour, of 6,000 lbs. of beef. It has a large capacity and is the most economical chopper you can use, saving time, labor and power.

Frame is perfectly rigid. There is no "give"—no need of excessive pressure to keep knife and plate in perfect contact. Cutters stay sharp twice as long.

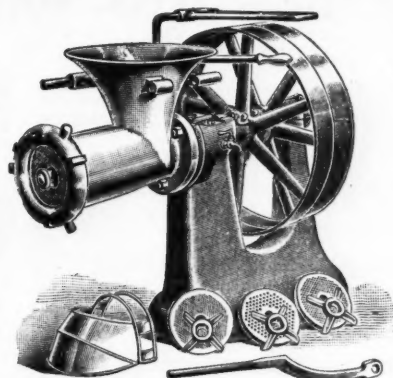
It is **noiseless**—no gears. Has bab-bitted socket shaft with ten thrust col-

lars, preventing overheating and excessive wear.

Your old chopper—or one of too little power and capacity—may be keeping your costs too high. This improved "ENTERPRISE" can save and make money for you.

Write for Chopper Catalog. There are 72 sizes and styles of "Enterprise" choppers, belt-driven, motor-driven and hand-power.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



LOCAL AND PERSONAL.

The meat market and grocery store located at 902 East Michigan street, Indianapolis, Ind., has been sold to Louis Sattinger.

A new meat market has been opened in Grand Haven, Mich., by Henry Ringleberg.

The combination meat market, grocery store and bakery, located at 901 Harrison street, Indianapolis, Ind., has been sold to Geo. A. Hildnar.

E. E. Bazley has opened a new meat market at 108 W. Wayne street, Ft. Wayne, Ind.

A new meat market has been opened in Ft. Lupton, Colo., by E. O. Knapp.

Otto Hult has opened a new meat market in Wausa, Nebr.

E. C. Shinner & Co., Inc., has opened another meat market in their chain. The new market is located in Flint, Mich.

A new meat market has been opened at 2635 West Michigan street, Indianapolis, Ind., by Henry DeMartine.

Peter Busch plans to rebuild his meat market in Sabula, Ia., which was recently destroyed by fire.

A new meat market has been opened in Foley, Nebr., by George Holk.

The meat market of Theodore J. Eckholt, Worthington, Minn., was recently damaged by fire.

A new meat market and grocery store has been opened at 730 West North street, Indianapolis, Ind., by James Pedigo.

Mortimer E. Talmage has sold his interest in the Talmage & Bauer meat market, Albion, Mich., to Earl Bearman and Oscar Tessner. The new firm will be known as Bauer & Co.

Mrs. Florence Hilmeyer has sold her grocery in Eugene, Ore., to Edward A. Kleise, who will add a meat department.

J. J. DeBruyn's meat market in Newton, Ia., was recently destroyed by fire.

D. C. Murray has sold his meat market in Little Sioux, Ia., to John Mehren.

A new meat market has been opened in Jeannette, Pa., by Andrew Yadowsky.

A new meat market has been opened in Forest City, Ia., by Charles Handy.

H. H. Miller has sold his meat market in Plevna, Mont., to John Schweigert.

C. B. Nelson has sold his meat market in Thief River Falls, Minn., to Ole A. Klengerbo.

The Peoples Meat Market in Belle Plaine, Ia., has been sold by Halvorsted & Bever to A. D. Vesburg.

Jos. Himmelsbach, M. E. Otto S. Schlich, C. E.

Himmelsbach & Schlich

ENGINEERS AND ARCHITECTS

Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.

136 Liberty Street NEW YORK

Do Away With Flue Troubles

The Gem Flueless Boiler is just the thing for the Packer, Sausage Manufacturer and Butcher.

It cuts down the cost of repairs.

It has little or nothing that can get out of order.

It develops steam quickly and economically.

BUILT IN

1½ to 30 H. P. Sizes

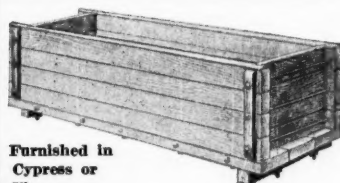
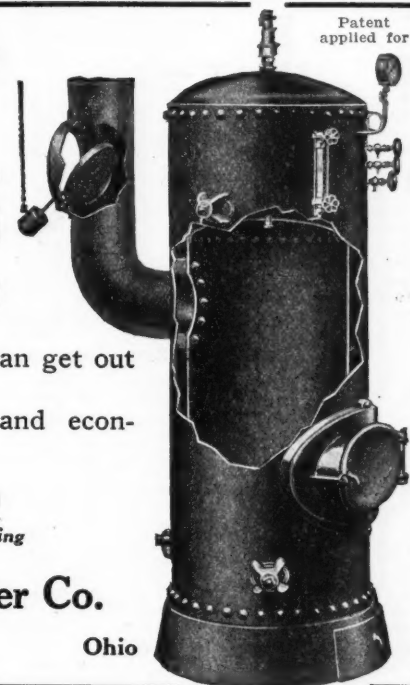
Send for Bulletin 624 describing this Flueless Boiler

The Gem City Boiler Co.

Dayton

Established 1895

Ohio



Furnished in Cypress or Fir.

Vats & Tanks

For Use in Meat Packing and Allied Industries

For curing, soaking, scalding, chilling and various other uses. Can furnish any size and special tanks and vats for miscellaneous uses as required.

Prompt delivery on receipt of order

Kalamazoo Tank & Silo Co.

Kalamazoo,
Michigan

Tank Builders Since 1867

Merit Recognized—Jeffrey Black Gut Hasher Wins \$100 Prize at Packers' Convention

In the contest of the Institute of American Meat Packers for the best practical packinghouse ideas to improve processes, the Jeffrey Black Gut Hasher won a Second Prize of \$100, as announced at the 19th Annual Convention of the Packers.

Why?

Because without knives to become dull, and without repairs, it hashes black guts, beef pecks, sheep and calf paunches, etc., and enables you to turn all your hog-grease products into an All-Hog White Grease.

Write for information to

HILL MANUFACTURING COMPANY

Monadnock Building

Chicago, Ill.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	9.00@10.00
Cows, canners and cutters	2.00@ 2.75
Bulls, bologna	4.25@ 5.00

LIVE CALVES.

Calves, veal, prime, per 100 lbs.	@16.00
Calves, veal, good to choice	14.00@15.50
Calves, veal, culls, per 100 lbs.	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@18.00
Lambs, fair to good, per lbs.	17.00@17.50
Lambs, com. to med.	10.00@11.00

LIVE HOGS.

Hogs, heavy	10.75@11.00
Hogs, medium	10.50@10.75
Hogs, 140 pounds	9.50@ 9.75
Pigs, under 70 lbs.	8.75@ 9.00
Roughs	9.25@ 9.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	19 @20
Choice, native, light	20 @23
Native, common to fair	15 @18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @19
Native choice yearlings, 400@600 lbs.	20 @22
Western steers, 600@800 lbs.	12 @16
Texas steers, 400@600 lbs.	10 @12
Good to choice heifers	18 @20
Good to choice cows	10 @12
Common to fair cows	8 @ 9
Fresh bologna bulls	8 @ 8 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs	@22 25	@24
No. 2 ribs	@15 22	@24
No. 3 ribs	@11 18	@21
No. 1 loins	@25 34	@36
No. 2 loins	@18 28	@32
No. 3 loins	@ 9 25	@27
No. 1 hinds and ribs	@28 18	@30
No. 2 hinds and ribs	@23 16	@27
No. 3 hinds and ribs	@17 13	@15
No. 1 rounds	@14 13	@15
No. 2 rounds	@11 11	@14
No. 3 rounds	@ 8 13	@12
No. 1 chucks	@14 14	@16
No. 2 chucks	@10 12	@13
No. 3 chucks	@ 6 10	@11
Bolognas	@ 6 9	@10
Bells, reg., 6@8 lbs. avg.	@22	@23
Bells, reg., 4@6 lbs. avg.	@17	@18
Tenderloins, 4@5 lbs. avg.	@20	@20
Tenderloins, 5@6 lbs. avg.	@20	@20
Shoulder clods	@10	@11

DRESSED CALVES.

Prime	18 @20
Choice	17 @18
Good	15 @16
Medium	14 @16
Common, 10@12 lbs. avg.	10 @12

DRESSED HOGS.

Hogs, heavy	@14 1/2
Hogs, 180 lbs.	@14 1/2
Hogs, 160 lbs.	@15
Pigs, 80 lbs.	@15 1/2

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	31 @32
Lambs, poor grade	29 @30
Sheep, choice	22 @23
Sheep, medium to good	18 @20
Sheep, culls	6 @ 8

SMOKED MEATS.

Hams, 8@10 lbs. avg.	19 1/2 @20
Hams, 10@12 lbs. avg.	19 1/2 @20
Hams, 12@14 lbs. avg.	19 @19 1/2
Picnic, 4@6 lbs. avg.	15 @15 1/2
Picnic, 6@8 lbs. avg.	15 @15 1/2
Rollettes, 6@8 lbs. avg.	15 1/2 @16 1/2
Beef tongue, light	30 @34
Beef tongue, heavy	35 @40
Bacon, boneless, Western	23 @24
Bacon, boneless, city	21 @22
Pickled bellies, 10@12 lbs. avg.	17 @18

FRESH PORK CUTS.

Pork loins, fresh, Western, 10-12 lbs. avg.	19 @20
Pork loins, frozen, 10-12 lbs. avg.	16 @17
Pork tenderloins, fresh	40 @45
Pork tenderloins, frozen	35 @37
Shoulders, city, 10@12 lbs. avg.	16 @17
Shoulders, Western, 10@12 lbs. avg.	14 @15
Butts, boneless, Western	18 @19
Butts, regular, Western	17 @18
Hams, city, fresh, 8@10 lbs. avg.	21 @22
Hams, Western, fresh, 10@12 lbs. avg.	20 @21
Picnic hams, Western, fresh, 6@8 lbs. avg.	14 @15
Pork trimmings, extra lean	13 @14
Pork trimmings, regular, 50% lean	11 @12
Spare ribs, fresh	13 @15
Leaf lard, raw	17 @18

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	130.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	90.00@100.00
Black hoofs, per ton	40.00@ 50.00
Striped hoofs, per ton	40.00@ 50.00
White hoofs, per ton	85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@90c	a pound
Fresh steer tongues, L. O. trim'd	@85c	a pound
Calves, heads, scalded	@85c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@85c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@23c	a pound
Oxtails	@15c	a pound
Hearts, beef	@ 8c	a pound
Beef hanging tenders	@18c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@ 3 1/2
Breast fat	@ 5
Edible suet	@ 7
Cond. suet	@ 5 1/2
Bones	@25

SPICES.

	Whole.	Ground
Pepper, Sing., white	24 1/2	27 1/2
Pepper, Sing., black	15	18
Pepper, Mombasa, red	11 1/2	15 1/2
Allspice	9 1/2	12 1/2
Cinnamon	12	15
Coriander	6 1/2	9 1/2
Cloves	32	37
Ginger	26	29
Mace	92	97

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	Per lb.
Double refined saltpetre, granulated	6 1/2c	6 1/2c
Double refined saltpetre, large crystal	7 1/2c	7 1/2c
Double refined nitrate soda, granulated	4 1/2c	4 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated	6 1/2c	6c
Double refined saltpetre, large crystal	7 1/2c	7 1/2c
Double refined nitrate soda, granulated	4 1/2c	4 1/2c
Carload lots:		
Double refined nitrate of soda, granulated	4 1/2c	4 1/2c
Double refined saltpetre, granulated	6c	5 1/2c

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.27	3.00	3.05	3.30	4.00
Prime No. 2 veals	.25	2.80	2.80	3.05	3.75
Buttermilk No. 1	.24	2.65	2.70	2.95	...
Buttermilk No. 2	.22	2.45	2.45	2.70	...
Branded Gruby	.18	1.95	1.95	2.20	2.50
Number 3	...	...	...	At value	...

DRESSED POULTRY.

FRESH KILLED.

Chickens—Fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	27 @32	
Western, 48 to 54 lbs. to dozen, lb.	25 @29	
Western, 43 to 47 lbs. to dozen, lb.	25 @28	
Western, 36 to 42 lbs. to dozen, lb.	24 @26	
Western, 30 to 35 lbs. to dozen, lb.	24 @26	
Chickens—fresh—dry packed, milk fed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	34 @36	
Western, 48 to 54 lbs. to dozen, lb.	31 @33	

Western, 43 to 47 lbs. to dozen, lb.	30 @32
Western, 36 to 42 lbs. to dozen, lb.	28 @30
Western, 30 to 35 lbs. to dozen, lb.	28 @30
Fowls—dry packed—12 to box, fair to good.	
Western, 60 to 65 lbs. to dozen, lb.	24 @26
Western, 55 to 59 lbs. to dozen, lb.	24 @26
Western, 48 to 54 lbs. to dozen, lb.	22 @24
Western, 43 to 47 lbs. to dozen, lb.	20 @22
Western, 36 to 42 lbs. to dozen, lb.	19 @21
Western, 30 to 35 lbs. to dozen, lb.	17 @18

Ducks—

Western, fancy fat, lbs.	26 @27
--------------------------	--------

Squabs—

White, 12 lbs. to dozen, per dozen	10.00@10.50
White, 10 lbs. to dozen, per dozen	8.00@ 8.50
Culls, per doz.	1.50@ 3.00

LIVE POULTRY.

Fowls, via freight	@35
Old roosters, via freight	@18
Ducks, nearby, via express	45 @50
Turkeys, via express	@50
Geese, via express	33 @35
Pigeons, per pair, via freight or express	@90
Guineas, per pair, via freight or express	@ 1.25

BUTTER.

Creamery, extras (92 score)	44 1/2 @44 1/2
Creamery, firsts (90 to 91 score)	42 @43 1/2
Creamery, seconds	38 1/2 @38
Creamery, lower grades	34 @36

EGGS.

Fresh gathered, extras, per doz.	65 @67
Fresh gathered, extra firsts	62 @64
Fresh gathered, firsts	59 @61
Fresh gathered, checks, fair to choice dry	41 @43

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	2.75 and 2.80
Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York	@3.07 1/2
Blood, dried, 15-16% per unit	@3.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	@2.50
Soda Nitrate, in bags, Feb.	@2.00
Tankage, ground, 10% ammonia, 15% B. P. L., bulk	3.42 1/2 and 10c
Tankage, unground, 9-10% ammonia	2.75 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton	@27.00
Bone meal, raw, 4 1/2 and 50 bags per ton	@34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@ 9.50
Potash.	
Kalnit, 12.4% bulk, per ton	@ 7.75
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@24.00
Sulphate in bags, basis 90% per ton	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending January 1, 1925:

	Dec.	26	27	29	30	31	Jan.
Chicago	41	41 1/2	42-42 1/2	42	41 1/2	...	...
New York	44	44 1/2	45	45	45	...	...
Boston	44	44	44 1/2	44 1/2	44 1/2	...	...
Philadelphia	45	45 1/2	46	45 1/2	45 1/2	...	...

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

	40	40 1/2	41	40 1/2	40	...
--	----	--------	----	--------	----	-----

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—1923.
Chicago	24,545	22,224	25,923	3,441,113
New York	27,998	24,380	28,046	3,407,641
Boston	4,860	6,004	8,796	1,242,290
Phila.	10,676	5,811	7,027	1,022,319

Total ...88,087 58,428 69,792 9,113,363 41,566

Cold storage movement, (lbs.):

	In Dec. 31	Out Dec. 31	On hand Jan. 2	Cor. week.
Chicago	23,053	377,098	10,253,015	4,105,728
New York	31,124	228,498	11,685,465	4,587,491
Boston	...	207,516	9,914,611	3,974,701
Philadelphia	24,120	62,757	3,356,664	1,181,960
Total	78,297	875,867	35,200,756	13,849,908

Nucoa

THE WHOLESOME SPREAD FOR BREAD

is made from the snow-white fat of the cocoanut blended with pasteurized milk in a factory of sunlight and filtered air. It is a healthful spread for bread and a nutritious fat for cooking. Rich in growth promoting vitamins, it is a product of unvarying uniformity and assured demand. Nucoa is sold wherever food is sold, nationally distributed and nationally advertised. Delightful to eat and profitable to sell.

THE BEST FOODS, INC.

NEW YORK

CHICAGO

SAN FRANCISCO



*If Your Jobber Does Not Handle Them,
Write Us Direct*

**Why Buy Baskets
Every Few Months
instead of
Every Few Years**



*Try one lot of Backus
Woven Boxes and see how
long they last.*

You will save some real money and also the constant trouble and annoyance of ordering new baskets. You will greatly increase the efficiency of your delivery system.

A. BACKUS, JR. & SONS - - DEPT. N
DETROIT, MICH.

United Dressed Beef Company J. J. Harrington & Company

CITY DRESSED BEEF, LAMB AND VEAL

Packer Hides, Oleo Oils, Stearine, Cracklings,
Stock Food, Tallows, Horns, and Cattle
Switches, Pulled Wool and Pickled Skins

43RD AND 44TH STREETS
FIRST AVE. AND EAST RIVER

NEW YORK CITY

TELEPHONE MURRAY HILL 2300

JOHN J. FELIN & CO., Inc. 4142-60 GERMANTOWN AVENUE PHILADELPHIA

PORK AND BEEF PACKERS AND SAUSAGE MANUFACTURERS
PHILADELPHIA SCRAPPLE IN SEASON

NEW YORK BRANCH, 407-9 W. 13th STREET

1874

BOYD, LUNHAM & CO. PACKERS and LARD REFINERS

1925

Office
208 So. La Salle Street

CHICAGO, ILL.

Packhouse
Union Stock Yards

CORKRAN, HILL & CO.

BEEF AND PORK PACKERS

Dressed Beef, Butter, Cheese, Eggs and Butterine

PACKING HOUSE AND GENERAL OFFICES, Union Stock Yards, BALTIMORE, MD. City Market 221-27 S. Howard St.

EASTER BRAND

Meat Food Products

25 Metcalf St.

THE DANAHY PACKING CO.

Buffalo, N. Y.

EAST SIDE PACKING CO., East St. Louis, Ill. Pork and Beef Packers

EXPORTERS AND SHIPPERS OF STRAIGHT AND MIXED CAR LOADS OF BEEF AND PROVISIONS
F. C. ROGERS, 431 W. 14th St., New York City; & 267 N. Front St., Philadelphia, Pa., Representative

PITTSBURGH PROVISION & PACKING CO., BEEF AND PORK PACKERS

Union Stock Yards
PITTSBURGH, PA.

MANUFACTURERS OF
Oleo Oils, Oleo Stearine, Tallow, Greases, Beef Casings, Fertilizers, etc.
Crescent Brand Hams, Lard, Breakfast Bacon All Our Products are U. S. Government Inspected

THE CELEBRATED BRAND IRISH HAMS AND BREAKFAST BACON



The Independent Packing Company

Forget-Me-Not
Brand
PURE LARD

Beef and Pork Packers and Provisioners

Union Stock Yards, Chicago

Curers of Finest and Select Brands

HAMS AND BACON

Manufacturers of
Sausages and Specialties
of all kinds

Branch Offices—Produce Exchange, New York; 113 State Street, Boston; 31 North John Street; Liverpool, England

Sausage
Meats

Quality

Service

HARRY MANASTER & BRO.

1018-1032 W. 37th Street, CHICAGO, ILL. U. S. Yards

Beef
Cuts



ALLIED PACKERS

INCORPORATED

CHICAGO, ILL.
U. S. PLANTS

Western Packing & Provision Co., Chicago, Ill.

Parker Webb Co.	Detroit, Mich.	F. Schenk & Sons Co.	Wheeling, W. Va.
Chas. Wolff Packing Co.	Topeka, Kans.	W. S. Forbes & Co., Inc.	Richmond, Va.
Klinck Packing Co., Buffalo, N. Y.			

CANADIAN PACKING COMPANY PLANTS

Toronto	Montreal	Hull	Peterboro	Brantford
---------	----------	------	-----------	-----------

We solicit your carload inquiries on

Pure Lard	Sweet Pickled Meats	Neutral Lard	Tankage
Fresh Meats	Barrelled Pork and Beef	Lard Substitute	Sausage and Casings
Dry Salt Meats	Trimnings	Hides	Tallow and Greases

Allied Packers Inc.

APPETIZING FOODS



*foods of
Unmatched
Quality*

ESSKAY

QUALITY

Hams, Bacon, Lard, Sausage
SOUTHERN ROSE COMPOUND

The Wm. Schluderberg-T. J. Kurdle Co.
Meat Packers
Baltimore, Md.

HEIL PACKING CO.

ST. LOUIS

Complete Line of Pork Products Hams, Bacon, Lard



HAMS
BACON
LARD
AND
SAUSAGE

ARNOLD BROS.
INCORPORATED
Packers

656-666 West Randolph St., Chicago

DETROIT Sullivan Packing Company MICHIGAN
PRODUCERS OF

Cadillac Hams Bacon Sausage Lard
CARLOAD SHIPPERS OF DRY SALT, GREEN AND PICKLED MEATS

St. Louis Independent Packing Co.

Mixed Cars Beef, Pork, Sausage & Provisions

We own and operate S. L. I. X. Refrigerators and Tank Cars

Branch House: PITTSBURGH, PA.

Main Office and Packing House: ST. LOUIS.

Eastern Representatives: Boston, C. E. Dorman; New York, L. M. Christian and W. B. Cassell & Co.; Baltimore, W. B. Cassell Co.

J. T. McMILLAN COMPANY, St. Paul Minn.
PACKERS AND PROVISION DEALERS

Write or wire us when you wish to buy the finest quality of Lard or S. P. Meats.

George Kern, Inc.

Manufacturers of

High Grade Bologna, Sausages, Hams, Bacon, Pure Lard.

Wholesale Provisioners

244-352 West 38th Street
NEW YORK CITY

"None Better
in the Country"



Shafer & Company

Lombard St. from 5th to 8th
BALTIMORE, MD.
Howard R. Smith, President

FIDELITY

BRANDS OF

HAMS BACON
LARD SAUSAGE

SURELY SATISFY

PIGS' FEET in glass jars
Wonderful Sellers

Made by

T. M. SINCLAIR & CO., Ltd.

Cedar Rapids, Iowa

BRANCH HOUSES—
520 Westchester Ave. 81 South Market St.
New York Boston, Mass.
Portland, Ore. Seattle, Wash.
Chicago, Ill.

Brennan Packing Co.

PORK PACKERS
Quality Our Hobby

Write or Wire Us for Prices

Cor. Thirty-Ninth St.
and Normal Ave.

U. S. YARDS
CHICAGO

Wilmington Provision Co.

Wilmington, Delaware

Slaughtering of:

Hogs, Cattle, Lambs, Calves

Manufacturers of

Fine Sausage

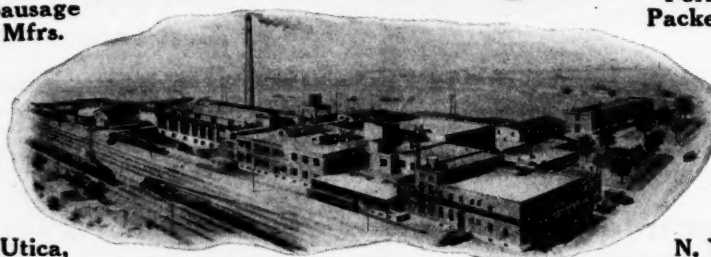
U. S. Government Inspection



C. A. Durr Packing Co.

Sausage
Mfrs.

Pork
Packers



Utica,

N. Y.

Oscar Mayer & Co.
Packers

Approved

HAMS - BACON
LARD - SAUSAGES

"Unusually Good"

Chicago Washington Madison
New York Boston Milwaukee

GUGGENHEIM BROS.

CHICAGO, ILL.

U. S. YARDS

Dressed Beef

High Grade Boneless Beef Cuts—Sausage Materials and Beef Hams

BARREL BEEF — CASINGS, ETC.

—Export—

J. S. HOFFMAN COMPANY, Inc.

EXPORTERS—IMPORTERS

CHEESE - SAUSAGE - CANNED MEATS

CHICAGO

WE HAVE BUILT OUR REPUTATION ON:—QUALITY AND PRICE

NEW YORK

The J. & F. Schroth
Packing Co.
Cincinnati, Ohio

FOUNTAIN
1871 BRAND 1925
PRODUCTS

Carload Shippers of
Green, Sweet Pickle and
Dry Salt Meats

They Sell on Sight

Frankfurters

Corned Beef Boiled Ham
Head Cheese Meat Loaf
Tongue, Bacon, Bolognas

Otto Stahl's
"Ready to Eat Meats"

Delicious!



Delicatessens—Meat Markets—Food Shops Served
3rd AVE. AT 127th ST., NEW YORK

JACOB DOLD PACKING CO.

Packers and Provisioners



**NIAGARA
HAMS AND BACON
WHITE ROSE PURE LARD**

A Full Line of Packing House Products

Animal, Poultry Foods and Fertilizer

Buffalo

Wichita

Omaha

Liverpool



ASK THEM!

ONE HUNDRED of the leading packers and wholesalers of the Middle West, East and South are selling HAMMOND'S



MISTLETOE — KO-KO

and other brands of

Oleomargarine

Let us refer you to some of them—they can tell you interesting things about the possibilities of our line

The G. H. Hammond Co.

CHICAGO, ILL.

**Paradise
Brand**

Hams Bacon Lard

**The
Theurer-Norton Provision
Company
Packers**

CLEVELAND

OHIO

WHITE LILY BRAND HAMS AND BACON

"Try 'em—they're different"

DUNLEVY-FRANKLIN COMPANY, PITTSBURG, PA.

KINGAN & CO.**PORK and BEEF
PACKERS**

Producers of the Celebrated

"RELIABLE"

Brand

HAMS—BACON—LARD

Main Plant at

INDIANAPOLIS, INDIANA

Branches at

NEW YORK, N. Y.
SYRACUSE, N. Y.
JACKSONVILLE, FLA.
TAMPA, FLA.
RICHMOND, VA.
NORFOLK, VA.
ATLANTA, GA.PHILADELPHIA, PA.
HARRISBURG, PA.
PITTSBURGH, PA.
BALTIMORE, MD.
WASHINGTON, D. C.
COLUMBUS, O.
SAN FRANCISCO

LOS ANGELES

**From the very Center of the
Hog Belt of Iowa**Located as we are, in the center of the corn and
hog belt of Iowa, enables us to put into**Decker's
IOWA
Pork Products**that delicious tenderness and flavor for which
Iowa Porkers have become world-famed, and
there's the secret of the supreme goodness of
Decker's Iowana Hams, Bacons and pure leaf lard.*We solicit inquiries from carload buyers
of all green and cured cuts.***JACOB E. DECKER & SONS
MASON CITY IOWA****ARBOGAST & BASTIAN COMPANY**

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES**MEAT PACKERS and PROVISION DEALERS**

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.**The
Columbus Packing
Company****Pork & Beef Packers****Columbus, Ohio****Seven Schenk Bros., Managers****Brightwood****COOKED HAMS**

None Better

SPRINGFIELD**PROVISION COMPANY****BRIGHTWOOD, MASS.****HATELY BROTHERS COMPANY
CHICAGO****PURE LARD AND MEATS FOR EXPORT****GREENWALD PACKING CORPORATION****BALTIMORE, MD.***Dependable Brand Products***Beef
Cooked Hams****Lamb
Chipped Beef****Veal
Lard****Sausage
Cooked Tongues****HEITZEL & COMPANY****PACKERS**

1737-1815 LARRABEE STREET.

CHICAGOTELEPHONE
LINCOLN 7110
PRIVATE EXCHANGE
BAA. DEPARTMENT**ESTABLISHED 1846
The Layton Company***Pork Packers & Curers
of Choice Selected***Hams and Bacon**

and Renderers of

Guaranteed Pure Lard**Quality Our Hobby for 79 Years****Milwaukee, Wisconsin.****C. F. Vissman & Co., Inc.****Louisville, Ky.****Dressed Beef****Derby Brand****Hams****Bacon****Lard****Straight and Mixed Cans****Green or Cured Meats****J. M. Denholm Bros. & Co.****Beef and Pork Packers****Manufacturers of the Famous Keystone****Hams, Bacon and Lard****PITTSBURGH, PA.****A. H. March Packing Co.****Pork Packers****ASK FOR THE Celebrated Diamond A. H. M. Brand****Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.****John P. Squire & Company**

Established 1842

Pork Packers**NEW YORK OFFICE
211 Produce Exchange****P. O. Box 5325
BOSTON, MASS.****PACKING HOUSES
Cambridge, Mass.****EMIL KOHN, Inc. NEW YORK, N. Y.****Office and Warehouse:
407 East 31st Street****Ship us a small Consignment and see
how much better you can do. Results
Talk! Information gladly furnished.****Calfskins**

HORMEL

GOOD FOOD

**PORK
and BEEF**

A Full Line of Fresh and Dry Sausage.

**AUSTIN,
Minnesota**

Choice City Dressed Pork Products

OUR city dressed pork products include all Fresh Pork Cuts, Boiled Ham, Sausage, Supreme Ham and Bacon. For high uniform quality, these products are excelled by none.

JOSEPH STERN & SONS

Branch of the North American Provision Company
616 West 40th Street, New York City

F. G. VOGT & SONS, Inc. Philadelphia, Pa.

Packers of Highest Quality Pork Products

Pure Refined Lard: VOSCO and VALIANT Brands



The Cudahy Packing Company U.S.A.

CHICAGO OMAHA KANSAS CITY SIOUX CITY LOS ANGELES SALT LAKE WICHITA

Puritan Hams—Bacon—Lard

1864

LOUIS PFAELZER & SONS, Inc.

1925

UNION STOCK YARDS, CHICAGO, ILL.

Shippers of Straight and
Mixed Car Loads Beef,
Pork, Lamb and Provisions

DOMESTIC and EXPORT

We specialize in Boneless Meats
and Beef Cuts.
"Sun" Brand Hams, Bacon and Lard

CONSOLIDATED DRESSED BEEF CO., STOCK YARDS PHILADELPHIA
30th and Race Sts.

CAR LOTS SHIPPED TO ANY PART OF THE U. S.

We invite New York and New Jersey butchers to visit us. Philadelphia is only two hours from New York

The Rath Packing Co., Waterloo, Iowa

Pork and Beef Packers

BLACKHAWK HAMS AND BACON

STRAIGHT AND MIXED CARS OF PACKING HOUSE PRODUCTS

KREY

BEEF AND
PORK PACKERS

ST. LOUIS, U. S. A.

KREY

X-RAY BRAND—HAMS-BACON-LARD

EXPORTERS-SHIPPERS of MIXED CARS-PORK, BEEF & PROVISIONS, FANCY SAUSAGE

Cable Address: KREY, St. Louis. Eastern Representatives: Boston, J. R. POOLE CO.

C. A. Burnette Co.

827-839 W. 22nd St., Chicago, Ill.

Car or Barrel Lots Solicited

Quality

Sausage Material, Beef Hams
Beef Cuts, All Grades

Cross, Roy, Eberhart & Harris

Postal Telegraph Building
CHICAGO, ILL.

Brokers

Established 1893

Provision Dept.

Handled by practical men in packing-house buying and selling.

A. E. Cross Lacy J. Lee
E. L. Roy Z. K. Waldron
A. L. Eberhart E. L. Hicks, Jr.

Grain Dept.

Siebel C. Harris
Specializes on "Hedging" and
"Spreading" business.

MEMBERS:

Chicago Board of Trade
Minneapolis Chamber of Commerce
Winnipeg Grain Exchange
New York Produce Exchange
Duluth Board of Trade

OWNERS AND OPERATORS OF

White City Provision Co.

A modern curing and storage warehouse

Boneless Beef and Veal

CAR
LOTS

BARREL
LOTS



742-44 W. 45th Street
CHICAGO

Price Quality Service

T. T. KEANE CO.

Washington Dressed Beef

General Offices: Hotel Supplies:
619-621 E. St., N. W. 618 Penn Ave., N. W.

Washington, D. C.

Abattoir, Bennings, D. C.

The International Provision Co.

PACKERS AND EXPORTERS OF FINE PROVISIONS

33 to 43 Degraw St., BROOKLYN, N. Y.
Cable Address, Hazelyork, Brooklyn



ESTABLISHED 1884

Hams Bacon Lard

Dry Salt Meats
Green Meats
Sweet Pickled Meats

Miller & Hart - Chicago

The E. KAHN'S SONS CO.

Beef and Pork Packers

"American Beauty" Ham Bacon Lard

Car-load shippers of
Fresh Dressed Beef
and Calves

Send us your inquiries

Cincinnati, Ohio

ARTHUR DYER

BROKER

318-320 Produce Exchange
New York, N. Y.

Specialties: All packing house product; all
canned goods.

Codes: Armsby's Cross.

Territory Covered: New York City and ad-
jacent.

References: Anyone and everyone who knows
me; Battery Park National Bank.

Established twenty years and, like Johnnie
Walker, still going strong. On the base for
more business of the straight, clean-hitting
style. No curves or spit balls or anything
of that sort.

Fred B. Carter

BROKER

Packing House Products

24 So. Delaware Ave.
Philadelphia, Penna.

H.P. HALE CO., BROKERS

BEEF and PORK

PACKING HOUSE PRODUCTS
126 STATE ST. BOSTON, MASS.

H. C. ZAUN

BROKER IN

PORK AND BEEF PRODUCTS

Consignments Receive Prompt Attention
410 PRODUCE EXCHANGE NEW YORK

Real Sausage Co.

2710, 2712, 2714 Poplar Avenue Chicago, Ill.

High Grade Provisions, Sausages,
Bolognas, Pickled and Smoked Meats

Telephone Victory 7200
Private Exchange
all Departments

CONSOLIDATED RENDERING COMPANY

General Office

40 North Market Street

Boston, Mass.

MANUFACTURES TALLOW, GREASE, OLEO OIL AND STEARINE
DEALERS IN HIDES, SKINS, PELTS, WOOL AND FURS

WIRE

PHONE

D. GECK, Inc.
80 Maiden Lane, NEW YORK Phone John 1519
We intend to become the largest handlers of
CRACKLINGS AND TANKAGE
TALLOW AND GREASES
in these United States. Watch us grow.

Cable Address BYDUCTSCO.

Packing House By-Products Co., Inc.
40 Rector Street, New York
Tallow, Grease, Hair, Horns,
Hoofs, Bones, Tankage,
Rough Ammoniates

JAMES KNOWLES

Broker

Provisions and all
Packing House Products

20 Blackstone St., BOSTON Cross Code

The Horn & Supply Co.

Leominster, Mass.

Horns, Hoofs, Horn Tips and Waste
Dealers in
Manufacturers of
Pressed Horn and Hoof

GLOEKLER PITTSBURGH

Headquarters for Butchers and Packers
Equipment and Supplies.

If you are a butcher write for Catalogue
B; if a packer ask for Catalogue P.
BERNARD GLOEKLER CO.
1627 Penn Ave., Pittsburgh, Pa.

Hog Hair Bought by WILKINS BROS.

2401 Frederick Avenue
Baltimore, Md.

Mail us samples with lowest quotations.

WANTED AND FOR SALE

Advertisements under this head \$2.00 per inch per insertion. Remittance must accompany order.

Positions Wanted

Superintendent Seeks Position

Superintendent wants position. Can take entire charge of medium size packing plant. Desires change from present position about January 15th. Present position superintendent. W-786, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Position for Superintendent?

Man with 24 years packing house experience, 13 years as foreman and superintendent. Expert in canning, sausage, lard, boiled hams, butterine, cold storage, sliced bacon and beef and beef extracts. W-801, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Tankhouse and Refining Expert

Position wanted by practical man experienced in lard refining; cottonseed refining and deodorizing; compound making, tank house, both wet and dry rendering; bone house, fertilizer, animal and poultry foods. Truthful and honest. Guarantees results, 25 years experience. W-798, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Manager Open to Offers

More than 20 years packing house experience, out of which 13 have been as manager. At present employed as manager and making good money for company, but for personal reasons seeking change. W-796, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Do You Need Such a Man?

To get in touch with packing house that needs a man to handle their engineering and building problems as well as the operating and production end of the plant. W-794, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Can Superintend and Sell

Superintendent, 25 years practical experience in all departments, wishes to change about February 1st. Can also assist considerably in marketing products. Prefer medium or smaller size plant with chance for expansion. W-793, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Sales Executive

With broad, successful experience is open for executive position in sales department with reliable progressive packer. 10 years thorough experience in charge of large sales force, working territory with salesmen, building new business, etc. Can furnish references of highest calibre. Willing to locate anywhere or to travel. W-800, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Equipment Wanted

Pig's Foot Splitter

Wanted, one Brecht Crescent pig's foot power splitting machine, condition immaterial. W-802, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Men Wanted

Lard Can Salesman

There is a splendid opening in a large Middle Western organization for a high-powered lard pail and can salesman, capable of going out and closing large can contracts. W-785, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Sales Manager

Wanted, sales manager for small packing house in Indiana. Must be experienced in handling salesmen and selling beef and all packing house products. State age, experience, references and salary expected. W-791, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Bologna Room Foreman

Want experienced man to run bologna room employing about 15 men, located near New York City. Apply in own hand writing, stating age, experience and salary expected. Permanent position for right party. W-799, The National Provisioner, 15 Park Row, New York City.

Sales Manager

For up-to-date packing house in Middle West, handling full line. Present killing capacity about 5,000 hogs and 1,000 cattle weekly. Desire practical man who has been in close touch with all the workings of the packing house, manufacturing, cost accounting, sales and distribution. Prefer man who has had 10 or 15 years experience with larger packers. Good opportunity for right man. State age, references, experience and salary expected. W-797, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Business Opportunities

Agencies Wanted

Advertiser wants Packers' Agency for British Market. Long experience, extensive connection. Write Box P. 560, Lee & Nightingale, Advertising Agents, Liverpool, England.

Chance for Packer with Capital

Old established packing company in Pacific Northwest, splendidly equipped with new and modern plant and U. S. government inspection, with fine territory for raw material and finished product, could use \$100,000 to \$150,000 for expansion purposes. Executive position could be arranged for competent party with required capital. W-792, The National Provisioner, 15 Park Row, New York City.

MASON HARKER & CO., INC.

"Cincinnati Tallow and Grease Exchange"
Broker
Tallow, Grease, Soap Oils, Glycerine
Barrels, Drums
Offerings and consignments solicited.

Equipment for Sale

Tankage Presses

For sale, four brand new Hydraulic Press Manufacturing Co., 500-ton tankage presses at one-half of original cost. Acme Oil Corporation, 189 N. Clark Street, Chicago, Ill.

Packer's Meat Saw

For sale, a new Jones Superior Packer's meat saw with moving table. Equipped with 5 h.p. motor direct connected with silent chain, 60 cycle, 3 phase, 220 volts, A. C. This machine has never been used. For price write David Levi & Co., 3900 Emerald Ave., Chicago, Ill.

Rendering Tanks

For sale, two new jacketed (staybolted) rendering tanks, 3/6" diameter by 11'0" long, concave head with 11"x15" manhole, cone bottom with drop door, \$500 each, F. O. B. Jersey City, FS-722, The National Provisioner, 15 Park Row, New York.

York Machines

For sale, two 30-ton York steam driven compressors, \$1,000 each on cars; one 45-ton, same as above, \$1,500. Chas. Jacobowitz, 1382 Niagara Street, Buffalo, N. Y.

Back Fat Skinning Machine

For sale, one Boss back fat skinning machine at a bargain. Write quick to get it. FS-803, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Butter Tubs and Covers

Do you ship lard or butter in tubs? We have second-hand empty butter tubs and covers for sale. Carload lots our specialty. Inquire for prices.

City Egg Case Co., 15 Montgomery Street, New York City.

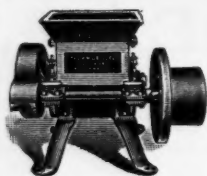
For Sale

Sausage Plant at Bargain

For sale by receiver, modern sausage factory, machinery and equipment; 25,000 lbs. weekly capacity; mechanical refrigeration, trucks, etc., for wholesale meat and provision trade. Manufacturing city in Michigan. Terms, cash. Write for particulars, giving references. W-795, The National Provisioner, Old Colony Bldg., Chicago, Ill.

Butcher Business

For sale, a rare opportunity. A fine, 3-story, brick building with cold storage and store room complete with all equipment. Slaughter house with 26 acres pasture. Doing a large buying and selling business daily. For particulars see Frank Rolfes, 530 Harrison Ave., Harrison, Ohio.



The Wilson

No. 14

Bone Crusher

for Fertilizer Manufacturers

A very durable machine to be used with the

Dry Rendering Process

to crush beef scrap, cracklings, dry and green bone.

Capacity 10,000 to 14,000 lbs. per hour, weight 3,000 lbs., 30 horse power also smaller sizes.

Write for catalog and prices

Easton Engineering & Machine Co.

Successor to Wilson Brothers

North Delaware Drive

EASTON, PA., U. S. A.

Dept. N

STOKERS

Builders of Mechanical Stokers for 36 years

Sales and Service Offices in All Principal Cities

Address Nearest Office

Westinghouse Electric & Mfg. Co.
So. Philadelphia Works, Philadelphia, Pa.



Westinghouse

SCRAP PRESS

60 to 900 Tons

At the top in Quality
At the Bottom in Price
Ask us about them

Dunning & Boschert Press Co., Inc.
382 West Water St., Syracuse, N.Y., U.S.A.
Established 1872



DRYERS--EVAPORATORS--PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY

THE AMERICAN BY-PRODUCTS MACHINERY CO.

26 Cortlandt St., New York

American S & B Instruments

for the promotion of efficiency in the packing, sausage making and allied industries. They cut out guesswork and do away with shrinkage, underdone or overdone and off color products.

American Schaeffer & Budenberg Corporation

Succeeding THE SCHAEFFER & BUDENBERG MFG. CO.
AMERICAN STEAM GAUGE & VALVE MFG. CO.
HOHMANN-NELSON COMPANY, BROOKLYN, N. Y.

*Boston
*Buffalo
*Chicago

Cleveland
Detroit
*Los Angeles

*Seattle
Tulsa
Philadelphia

Pittsburgh
Salt Lake City

*Stock carried at these branches



Copper Case Thermometer



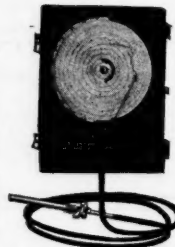
"Reform" Dial Thermometer



American S & B Pressure Gauge



Honeco Temperature Controller



Columbia Recording Thermometer

Write for
Packing House
Text Book N-49.

New Southwark Curb Presses

For Fats, Tallow and Fertilizers, Etc.

Two Column Quick Acting Presses

Write for Special Bulletin on Curb Presses

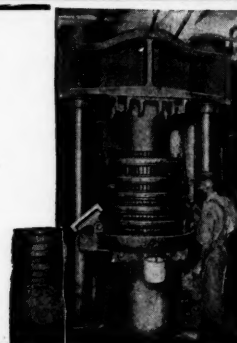
SOUTHWARK

FOUNDRY AND MACHINE CO.
PHILADELPHIA, PA.

Chicago
Fisher Bldg.

434 Washington Ave.
Philadelphia, Pa.

Cleveland
Swetland Bldg.



Hydraulic Presses

FOR

TANKAGE, LARD, TALLOW
SHEEPSKINS and LEATHER

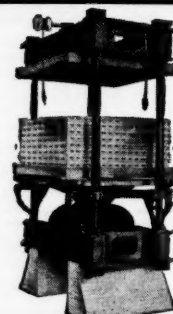
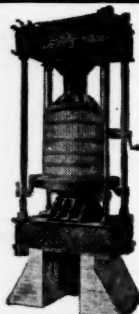
PRESS SUPPLIES

Racks, Cloth, Valves and Packings

Write for catalogue and prices

Thomas-Albright Company

11th and Jefferson Streets
Goshen, Indiana



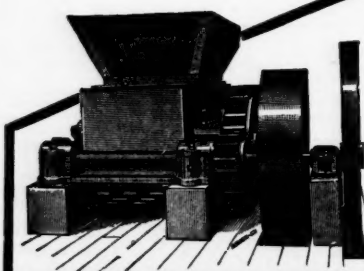
BONE CRUSHERS

for green, dry or junk bone from the smallest to the largest pieces and reduce them to suitable sizes

Write for catalog

STEDMAN'S FOUNDRY & MACHINE WORKS
Founded 1834 AURORA, INDIANA

New York Office: The American By-Product Machinery Co., 26 Courtlandt St.
Atlanta Office: Murphey-Rountree Co., Hurt Building, District Sales Representatives.



1868

1924

HAMLER BOILER AND TANK CO.

FABRICATORS OF STEEL PLATE
FOR OVER SIXTY YEARS

SEND DRAWINGS AND
SPECIFICATIONS FOR PRICES

CHICAGO-MINNEAPOLIS-ST. LOUIS-NEW YORK

26 Cortlandt St.
NEW YORK

6025 W. 66th Place
CHICAGO

421 Fullerton Bldg.
ST. LOUIS

ALPHABETICAL INDEX TO ADVERTISERS

A —Acme Engineering Co.....	—	Gem City Boiler Co.....	55	Schneider Mfg. Co., Geo. J.....	21
Airoblast Corporation.....	—	General Box Co.....	19	Schroth Packing Co., J. & F.....	60
Allbright-Nell Co., The.....	11	General Motors Truck Co.....	9	Schwartz-Feaman-Nolan Co.....	40
Allied Packers, Inc.....	59	Gloekler Co., Bernard.....	64	Schweishelmer & Fellerman.....	16
American By-Products Machinery Co.....	66	Greenwald Packing Corp.....	62	Shafer & Co.....	60
American Can Co.....	—	Griffith Laboratories.....	—	Short Milling Co., J. R.....	29
American Casing Co.....	16	Gruendler Patent Crusher & Pulv. Co.....	—	Sinclair & Co., Ltd., T. M.....	60
American Schaeffer & Budenberg Corp.....	66	Guggenheim Bros.....	60	Skipworth, E. W.....	—
Anders & Reimers.....	48	H —Hale Co., H. P.....	64	Smith's Sons Co., John E.....	6
Anderson Co., The V. D.....	10	Ham Boiler Corporation.....	16	Smoked Products Co.....	20
Anderson Box & Basket Co.....	14	Hamler Boiler & Tank Co.....	66	Southwark Foundry and Machine Co.....	66
Arbogast & Bastian Co.....	62	Hammond & Co., G. H.....	61	Springfield Provision Co.....	62
Arctic Ice Machinery Co., The.....	46	Hanley & Co., T. E.....	20	Squire & Company, John P.....	60
Armour and Company.....	22	Harker & Co., Mason.....	65	Stahl, Inc., Otto.....	60
Arnold Bros., Inc.....	59	Hately Bros. Co.....	62	Standard Casing Co.....	16
Aspegren & Co., Inc.....	35	Heekin Can Co.....	59	Stedman's Foundry & Machine Works.....	66
Atmospheric Conditioning Corp.....	46	Hell Packing Co.....	59	Sterling Wheelbarrow Co.....	12
Autocar Co.....	5	Henschien & McLaren.....	48	Stern & Sons, Joseph.....	63
B —Backus, Jr., & Sons, A.....	57	Hetzel & Company.....	62	Stevenson Cold Storage Door Co.....	44
Baker Ice Machine Co.....	44	Higbie Salt Co.....	20	Sturtevant Mill Co.....	68
Barber-Goodhue Co., A. H.....	—	Hill Manufacturing Company.....	55	Sullivan Packing Co.....	59
Bartlett & Snow Co., The C. O.....	1	Himmelsbach & Schlich.....	55	Superior Packing Co.....	64
Battelle & Renwick.....	1	Hoffman Co., Inc., J. S.....	60	Swenson Evaporator Co.....	26
Battle & Co., W. P.....	—	Hormel & Co., Geo. A.....	63	Swift & Co.....	4
Beckstein & Co.....	16	Horn & Supply Co.....	64	T —Taylor Instrument Co.....	—
Bell Co., The Wm. G.....	53	Hottmann Machine Co.....	—	Theurer-Norton Provision Co.....	61
Berg Casing Co., J. H.....	18	I —Independent Casing & Supply Co.....	16	Thomas-Allbright Co.....	66
Best Foods, Inc.....	57	Independent Packing Co.....	58	Thomson & Taylor Co.....	20
Best & Donovan.....	21	International Harvester Co. of America.....	7	U —United Cork Co.....	44
Blanton Co., The.....	34	International Provisions Co.....	6	United Dressed Beef Co.....	58
Borchmann & Stoffregen.....	16	International Raw Material Corp.....	16	United States Can Co.....	12
Boyd, Lunham & Co.....	58	J —Jackie, Geo. H.....	36	Ussesa Sales Co.....	—
Brand & Sons, M.....	16	Jamison Cold Storage Door Co.....	15	V —Vilter Mfg. Co., The.....	46
Brecht Co., The.....	2	Johns-Manville Co.....	—	Vissman & Co., Inc., C. F.....	62
Brennan Packing Co.....	60	Johnston, E. E.....	41	Vogt & Sons, Inc., F. G.....	63
British Casing Co.....	18	Jones Construction Co., H. N.....	48	W —Westinghouse Electric & Mfg. Co.....	66
Brookshire Cheese Co.....	—	K —Kaeslin Brothers.....	12	Wheeling Corrugating Co.....	—
Burnette Co., C. A.....	63	Kahn's Sons Co., E.....	64	Whiting & McMurray.....	40
Burt & Co., M. P.....	48	Kalamazoo Tank & Silo Co.....	55	Wilkins Bros.....	64
C —California By-Products Co.....	16	Kalamazoo Vegetable Parchment Co.....	14	Williams Patent Crusher & Pulv. Co.....	60
Callahan & Co., A. P.....	50	Keane Co., T. T.....	64	Wilmington Provision Co.....	60
Carter, Fred B.....	64	Keeley, Thos. F.....	20	Wynantskill Mfg. Co.....	12
Casings Produce Co., Inc.....	18	Kennett-Murray.....	41	Y —York Manufacturing Co.....	53
Chatillon & Sons, John.....	—	Kern, Inc., George.....	52	Z —Zaun, H. C.....	64
Chemical & Engineering Co.....	46	King & Co.....	59		
Cincinnati Butchers' Supply Co., The.....	13	Knight & Son, Henry.....	41		
Cleveland Kleen-Kut Mfg. Co., The.....	10	Knowles, James.....	64		
Climax Engineering Co.....	45	Kohn Inc., Emil.....	62		
Columbus Packing Co., The.....	62	Koven & Brother, L. O.....	68		
Conron Bros. Co.....	67	Krey Packing Co.....	63		
Consolidated By-Products Co.....	16	Kushequa Ceramic Co.....	10		
Consolidated Dressed Beef Co.....	63	L —Lang, J.....	16		
Consolidated Rendering Co.....	64	Laudenslager, Inc., J. K.....	49		
Corcoran, Inc., A. J.....	49	Layton Co., The.....	62		
Cork Import Corp.....	44	Levi & Co., Inc., Berth.....	38		
Corkran, Hill & Co.....	58	Levi & Company, Harry.....	16		
Cross, Roy, Eberhart & Harris.....	64	Livezey, John R.....	44		
Cudahy Packing Co., The.....	63	Los Angeles Casing Co.....	16		
D —Danahy Packing Co.....	58	M —McMillan Co., J. T.....	59		
Dashew, Leon.....	—	Manaster & Bro., Harry.....	58		
Davidson Commission Co.....	48	March Packing Co., A. H.....	62		
Davidson Co., M. T.....	—	Massachusetts Importing Co.....	18		
Day Co., The J. H.....	—	Maxwell and Son.....	40		
Decker & Sons, Jacob E.....	62	Mayer & Co., Oscar.....	60		
De La Vergne Machine Co.....	—	Mechanical Mfg. Co.....	3		
Denholm Bros. & Co., J. M.....	62	Miller & Hart.....	64		
Diamond Crystal Salt Co.....	—	Mono Service Co.....	10		
Dold Packing Co., Jacob.....	61	Morrell & Co., John.....	—		
Drodel Co., Inc., The.....	16	Morris & Co.....	—		
Dubuque Steel Products Co.....	—	Morrow Insulating Co., Inc.....	44		
Dunlevy-Franklin Co.....	61	Murphy Co., J. W.....	41		
Dunning & Boschert Press Co., Inc.....	66	N —National Box Co.....	1		
Durr Packing Co., C. A.....	60	National Carton Company.....	14		
Dyer, Arthur.....	64	Neely, Roy L.....	29		
E —Early & Moor, Inc.....	16	Nell & Company, B. F.....	18		
East Side Packing Co.....	58	New York Butchers' Supply Co.....	16		
Easton Engineering & Machine Co.....	68	Nitrate Agencies Co.....	20		
Enterprise Mfg. Co. of Pa., The.....	53	North Packing & Provision Co.....	62		
Ettlinger & Co., Inc., M.....	16	O —Oberlin Machinery Co.....	12		
Everhot Mfg. Co.....	8	Omaha Packing Company.....	—		
F —Fairbanks Morse & Co.....	68	Oppenheimer & Co., S.....	16-17		
Farmers Chemical Co.....	20	Oppenheimer Casing Co.....	16		
Felin & Co., Inc., John J.....	58	P —Pacific Coast Borax Co.....	14		
Flash Co., The Edward.....	36	Packers Architectural & Engineering Co.....	48		
Ford Co., The.....	—	Packers' Machinery & Equipment Co.....	8		
Frick Company.....	—	Packhouse By-Products Co.....	64		
G —Gardner & Lindberg.....	48	Patent Casing Co.....	18		
Geck, Inc., D.....	64	Paterson Parchment Paper Co.....	20		
		Perfect Package Co.....	14		
		Perrin & Co., Wm. R.....	14		
		Pfaelzer & Sons, Inc., Louis.....	63		
		Pine & Munnecke Co.....	48		
		Pittsburgh Provision & Packing Co.....	58		
		Powers Regulator Co., The.....	32		
		Procter & Gamble Co., The.....	36		
		R —Rath Packing Co., The.....	63		
		Real Sausage Co., The.....	64		
		Refrigerating World.....	—		
		Rempe Company.....	21		
		Ridgway & Sons, Co., Craig.....	48		
		Riley, Jr., C. W.....	33		
		Rogers, F. C.....	1		
		Rohe & Brother.....	—		
		S —St. Louis Independent Packing Co.....	59		
		San Francisco Salt Refinery.....	14		
		Sanders Mfg. Co.....	—		
		Sausage Mold Corporation.....	10		
		Schluderberg, T. J. Kurlde Co., The Wm.....	59		

CONRON BROS. COMPANY

One of Greater New York's
Largest Distributors of

Dressed Meats Provisions

Dressed Poultry,
Butter, Eggs, Etc.

Railroad facilities for unloading cars
directly into our houses

If You Are Shipping the Goods We
Handle Get in Touch With Us

Manufacturers of
High Grade Provisions

Under U. S. Government Supervision
U. S. Inspection No. 1009

Ridgefield Brand

Ham, Bacon, Sausages and Lard

Packing House:

643 to 645 Brook Avenue, Bronx

West Harlem Market:

12th Ave. & 131st St., Manhattan

Gansevoort Market:

10th Ave., 13th to 14th Sts.,
Manhattan

Hotel, Steamship & Cut Meat Dept.:

447-449 W. 13th St., Manhattan

Fort Greene Market:

189-191 Ft. Greene Place, Brooklyn

General Offices:

40 Tenth Ave., New York



Galvanized Sheet Steel Car

L. O. KOVEN & BROTHER

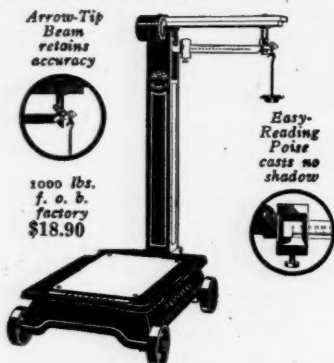
154 Ogden Avenue Jersey City, N. J.

**Manufacturers of Special
Steel or Monel Metal Cars**

Also

**Tanks Tables Sinks
Chutes Flues**

and other sheet metal specialties

**How Much
can you save with
a Fairbanks?**1000 lbs.
f. o. b.
factory
\$18.90**\$16¹⁵**500 lbs. capacity
f. o. b. factory

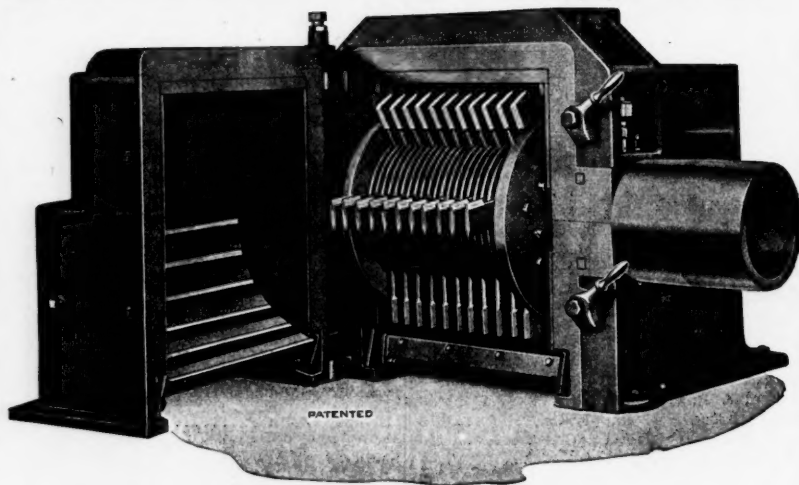
Small shortages when you buy, small over-weight when you sell—and you quickly pay the small price of this Fairbanks Portable Platform Scale. The 500-lb. model costs only \$16.15—and it is a genuine FAIRBANKS, the world's standard of accuracy. The lowest-priced, dependably accurate scale made.

Why bother with an inaccurate scale? Why guess—when one of these scales costs so little? If it's weighed on a Fairbanks, there's no argument. Hundreds of thousands of these scales are in use—in stores, in factories, on farms, wherever there is weighing to be done.

Besides the model shown here there are hundreds of others including wagon and motor truck scales—in fact, one for practically every weighing need.

Fairbanks Scales

CHICAGO NEW YORK
900 South Wabash Avenue Broome and Lafayette Sts.
and forty other principal cities in the United States

STURTEVANT**Macerator and Grinder**

FOR

**Bones and Carcasses,
Butchers' and Packing House Refuse,
Dry or Wet Rendering,
Cracklings, Scrap, Tankage,
Bone, (Dry or Green) Expeller Cake**

SPECIAL HAMMERS, CUTTERS AND GRATES

To Suit Work and Produce Maximum Outputs

"OPEN-DOOR" ACCESSIBILITY

Belt Driven or Direct Connected
Interior Fly Wheel Rotor Heads to Relieve Shaft Torsion Shocks
Roller Bearings in Self Aligning Mounts
Heat Treated Shaft, Case Hardened Pins
Exceptionally Large Feed Opening

USED BY LARGEST PACKERS AND RENDERERS

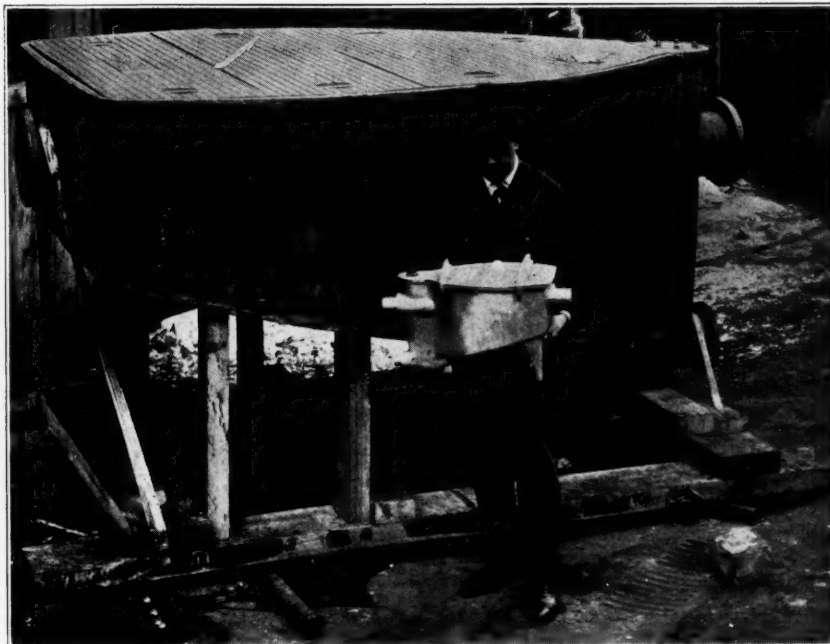
SEND FOR CIRCULAR

STURTEVANT MILL CO. HARRISON SQUARE BOSTON

Save the Grease from Waste Waters!

THERE IS A MARSH for Every Purpose

5 Sizes between the number A-150 (large), and the number 1-A (small size shown in illustration below).



The Marsh Pat. Grease Interceptor

That large unit shown above is just now being shipped to a well known packing house to save the grease in the water coming from the GUT HASHER AND WASHER.

You will admit that the little interceptor illustrated presents some contrast—it is used on a sausage stuffing table in another well known packing plant.

These people and others have solved the problem of saving the grease from waste waters—why not YOU?

Every cent the other fellow saves—but which you refuse to save by delaying—places you at just that much disadvantage.

Why not Get in Line?

Bulletin G-17 gives full details and tells how YOU can use the Marsh machine profitably. Ask for that bulletin—now—and we will mail it immediately.

THE MECHANICAL MANUFACTURING COMPANY

"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.



There can be no halt!

A new day creeps across the continent. Dawn breaks successively upon New York, upon Pittsburgh, upon Chicago, Denver, San Francisco.

A hundred million people awake. Great cities, villages, and tiny hamlets bestir themselves. A nation turns to lathe, to plow, to pen—to its multitudinous tasks.

A hundred million workers must be fed. Whatever the new day brings, this fact remains unalterable. Food must be forthcoming. Life must be sustained.

In the early half-light a great American industry is already bent upon this colossal task. In twenty or more large packing centers the wheels of the meat supply are turning.

The shriek of locomotives, the trampling of hoofs, and the clatter of horses! From nearby farms and distant ranches thousands of cattle are coming to market.

Today thousands of animals will be turned into meat—clean, wholesome, appetizing. Thousands of refrigerator cars will carry this meat hundreds of miles to every city and village in the nation. All will be served—unfailingly.

Day after day, month after month, year after year, the work goes on. There can be no halt. There can be no "if" in the language of the meat supply.

The needs of the nation must be supplied. From the humblest of beginnings America has evolved slowly and logically a means to this end. We have glimpsed it at work. It is the American meat packing industry.

* * *

It has been the privilege of Swift & Company to bear an important part in this tremendous work, and to share in the responsibilities which attend it.

This company alone has twenty-three packing plants adjacent to live-stock producing centers, from which meats are distributed through a system of branch houses, refrigerator cars, and car routes to every part of the nation.

Swift & Company has ever sought improvement in the service which it renders. Its contributions to finer quality foods and more economical operation have been many. Yet the latest is never counted as the utmost. The search for even better quality and even greater economies, and hence for even better service, goes forward unceasingly from day to day.

Note: This is the final advertisement of a series which has traced the development of the American meat packing industry from earliest times. Upon application, Swift & Company will supply to interested readers without charge a complete set of the sixteen advertisements which have constituted this series.

Swift & Company

Founded 1868

A nation-wide organization owned by more than 46,000 shareholders



Swift & Company's profit from all sources averages only a fraction of a cent a pound

